

# The NATIONAL UNDERWRITER

*To Old Established Agencies!*



Write for samples of agents' order blanks which do away with applications for preferred applicants well known to the agent.

*"One of America's Oldest Bonding Companies"*

## WESTERN SURETY COMPANY

Sioux Falls  
South Dakota

175 W. Jackson Blvd.  
Chicago 4, Ill.

THURSDAY, APRIL 5, 1945



## Always LOCK Your Car!

The Federal Bureau of Investigation reports that in 318 larger cities 181,000 cars were stolen during 1943—about 243 daily. In 1944 thefts continued upward. In 1945, as cars grow scarcer, the incentive to car thieves will be even greater.

Even if your car is insured, keep it locked when unattended. Insurance will pay you the value of your car in event of loss and reimburse you temporarily for rented transportation, but it cannot guarantee that you'll get your car back or be able to replace it.

If you are not insured, buy Comprehensive Automobile Insurance for your financial protection against loss by Fire, Theft or practically any hazard which might damage or destroy your car.

See a Fidelity-Phenix representative. If you do not know his name, write us at 80 Maiden Lane, New York 8, N. Y., and we will send it.

### FIDELITY-PHENIX FIRE INSURANCE COMPANY

A Member Company of

THE AMERICA FIRE INSURANCE AND INDEMNITY GROUP

BERNARD M. CULVER  
President

FRANK A. CHRISTENSEN  
Vice President

which includes the following companies  
THE CONTINENTAL INSURANCE CO. • THE FIDELITY & CASUALTY CO. • NIAGARA FIRE INSURANCE CO.  
MARYLAND INSURANCE CO. • AMERICAN EAGLE FIRE INSURANCE CO. • FIRST AMERICAN FIRE INSURANCE CO.

*...it's an old story  
but timely today*

This advertisement appearing in national magazines is just another way of saying, "don't lock the barn after the horse is stolen."

The mounting number of automobile thefts is a warning to owners to guard their cars more carefully and to carry adequate Automobile Insurance.

You can use related advertising material to tell this story locally. Write to the Advertising Department, 80 Maiden Lane, New York 8, N. Y.



# Educational Fire Prevention

The National Board of Fire Underwriters has been commended by many civic and school authorities on its work in:

**Training** school children to know and avoid fire hazards in their homes.

**Promoting** school contests in Public Speaking, Essays, and Posters, during Fire Prevention Week, furnishing students with the necessary research material.

**Offering** plays which dramatize Fire Prevention at work, to be staged by students.

**Arranging** school Fire Prevention programs, which include demonstrations by uniformed firemen.

**Distributing** Fire Prevention manuals (used as text-books in some schools) and other literature for circulation among school rooms.

**Encouraging** school authorities to appoint students on their managing committees of Fire Prevention programs.

**Assisting** Boy Scout and Girl Scout groups in their Fire Prevention activities.



## CRUM & FORSTER

MANAGERS

110 WILLIAM STREET • NEW YORK, N. Y.

United States Fire Insurance Co. . . . . Organized 1824  
The North River Insurance Co. . . . . Organized 1822  
Westchester Fire Insurance Co. . . . . Organized 1837  
The Allemania Fire Insurance Co. of Pittsburgh . . . . . Organized 1868

Richmond Insurance Co. . . . . Organized 1836  
Western Assurance Co., U. S. Branch . . . . . Incorporated 1851  
British America Assurance Co., U. S. Branch . . . . . Incorporated 1833  
Southern Fire Insurance Co., Durham, N. C. . . . . Incorporated 1923

WESTERN DEPT., FREEPORT, ILL. • PACIFIC DEPT., SAN FRANCISCO • SOUTHERN DEPT., ATLANTA • ALLEGHENY DEPT., PITTSBURGH • CAROLINAS DEPT., DURHAM, N. C.







## OPPORTUNITY KNOCKS REPEATEDLY

Opportunities for Agents who believe, with us, that in 1944 the accent is on production, are too numerous to list. The paths to production lead in all directions. . .

Only 27% of those home-owners questioned recently, had ever had a survey or analysis made of their Property Insurance or Liability Insurance. That means 73%, on an average, are waiting to have a thorough analysis made.

The same study revealed that only 17% carried Burglary Insurance. Only 2% had Rent Insurance. Only 26% had Personal Liability; 43% carried Colli-

sion; 51% had Personal Accident Insurance.

In Fire Insurance alone, while approximately 97.7% of the home-owners surveyed in 1943 had policies, only 53% had Extended Coverage.

No one knows how many policyholders need more insurance because of rising values of property and household furnishings. No one knows how many policies are renewed "automatically" each year when the amount should be increased and adjusted to reflect new purchases and increased replacement costs.

- **OPPORTUNITY**, they say, knocks but once. We don't believe that! Opportunity, with more hands than an Oriental idol, is knocking now—beating a tattoo on your door.



INSURANCE COMPANY OF  
**NORTH AMERICA**  
COMPANIES, Philadelphia

INSURANCE COMPANY OF NORTH AMERICA  
THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA  
CENTRAL INSURANCE COMPANY OF BALTIMORE

INDEMNITY INSURANCE COMPANY OF NORTH AMERICA  
NATIONAL SECURITY INSURANCE COMPANY  
PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

**KEEP AMERICA BUSY — GIVE A RETURNED VETERAN A JOB!**



## LANDING SHIPS - TANKS - MEN TRAINED TO HANDLE THEM!

American efficiency and engineering skill and ingenuity have accomplished the impossible.

American loyalty and stamina and morale will keep us backing our fighting men to the last shot.



FIRE · MARINE · CASUALTY · SURETY  
*Loyalty Group*  
 INSURANCE

Firemen's Insurance Company of Newark, N. J.  
 Organized 1835

The Girard Fire & Marine Insurance Company  
 Organized 1853

National-Ben Franklin Fire Insurance Company  
 Organized 1866

The Concordia Fire Insurance Co. of Milwaukee  
 Organized 1870

Milwaukee Mechanics' Insurance Company  
 Organized 1882

Royal Plate Glass & General Ins. Co. of Canada  
 Organized 1906

The Metropolitan Casualty Insurance Co. of N.Y.  
 Organized 1876

Commercial Casualty Insurance Company  
 Organized 1909

Pittsburgh Underwriters - Keystone Underwriters

HOME OFFICE · 10 PARK PLACE · NEWARK 1, NEW JERSEY

Western Department  
 120 So. LaSalle St.  
 Chicago 3, Illinois

Foreign Department  
 111 John St.  
 New York 7, New York

Canadian Departments  
 445 Bay St., Toronto, Ontario  
 404 West Hastings St., Vancouver, B. C.

Southwestern Dept.  
 912 Commerce St.  
 Dallas 2, Texas

Pacific Department  
 220 Bush St.  
 San Francisco 4, Calif.

**BUY MORE BONDS - - AND KEEP THEM**

Official U. S. Navy Photograph

# Shoddy Fabrics Now?

## THEN LOOK AT WHAT'S COMING!

If you can't get the sort of fabrics that you want—think of these actual, proven materials that just await the end of war-scarcities... that you will own and use!



Think...



... MEN'S CLOTHES, with finishes that make them impervious to rain, flame or mildew... that are moth-proofed before purchase and stay that way... that need a bare minimum of attention yet have a life expectancy of years.

... A NEW SPUN RAYON FABRIC that will not rip even when great strength is applied to it—strong enough for children's clothes yet fine and soft enough for the fine dresses!



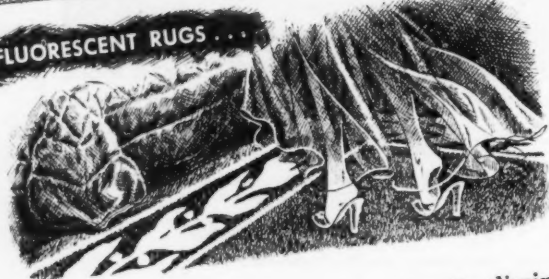
OCEANS AND OCEANS OF NYLON!

NYLON

so plentiful that stockings made of it will be available in any quantity at any time, while uses ranging from bathing suits to wrist watch straps will be common.



FLUORESCENT RUGS...



that glow on the floor in the dark—largely eliminating one of the oldest and nastiest trivial tragedies that man encounters—the stubbed toe in the dark!

WAR BONDS are not merely a definite help in winning the war—bought systematically, they are an excellent means of saving with interest to buy quality goods later. Why not maintain and expand your regular purchases at pre-determined intervals?

Worth Waiting For?

All these and many, many more "wonder" fabrics have now been proven—established as perfectly practical to make, sell, use—once materials are available. Aren't they worth waiting for—saving for—now?

AND when they are yours, they will be worth protecting with the surest, most complete insurance you can have... quality insurance to equal the quality of your living conveniences.

★ THE HOME ★  
Insurance Company  
NEW YORK

FIRE ★ AUTOMOBILE ★ MARINE INSURANCE

Fin  
Sig  
Ra

U  
C  
fo

N  
and  
prem  
juris  
Geor  
alleg  
to p  
comp  
conce  
of st  
eral  
The  
tice  
phy,  
clear  
ity  
missi  
does  
diss  
erts,  
ring,  
same  
ers  
Justi  
take  
ticipa  
note  
tices  
while  
three  
suram  
have  
part

Point

The  
which  
that  
under  
sion's  
mulga  
still  
trust  
tal an  
of G  
the d  
cion  
throu

Fro  
ferred  
able  
rate  
to be  
mulga  
the a  
there  
provis  
from  
ion  
which  
insura

Must

"It  
find  
merce  
that  
rates  
to dis  
to use  
to put  
carrie  
posed  
regula  
elimina  
and in  
making  
presen



## Find Insurance Significance in Railroad Decision

### U. S. High Court Opinion Is Searched for Clues

NEW YORK—Study of the majority and minority opinions of the U. S. Supreme Court in its decision to accept jurisdiction of the anti-trust suit of Georgia vs. Pennsylvania Railroad et al, alleging conspiracy to fix rates, points to possible snags ahead for insurance companies in arriving at rates through concerted action, despite the protection of state rating laws and the recent federal insurance act.

The majority opinion, written by Justice Douglas, with Justices Black, Murphy, Reed and Rutledge concurring, clearly appears to undercut the authority of the interstate commerce commission, even though contending that it does not. Chief Justice Stone wrote the dissenting opinion, with Justices Roberts, Frankfurter and Jackson concurring. Incidentally, this line-up is the same as in the Southeastern Underwriters Association decision except that Justices Reed and Roberts, who did not take part in the S.E.U.A. case, participated in this one. It is interesting to note that Reed sided with the four justices who held insurance to be commerce while Roberts went along with the three who believed otherwise. Most insurance observers believed they would have split the same way had they taken part in the S.E.U.A. decision.

#### Point of Insurance Interest

The main point of the case, and one in which the interest to insurance lies, is that even though interstate rail rates are under the interstate commerce commission's jurisdiction and cannot be promulgated without its approval a suit can still be brought under the Sherman anti-trust act for conspiracy to fix detrimental and discriminatory rates. The state of Georgia asked an injunction against the defendant railroads, charging coercion and conspiracy in fixing joint through rates.

From the majority opinion may be inferred the necessity of having a workable deviation provision in insurance rate laws if the same sort of trouble is to be avoided with insurance rates promulgated by rating organizations with the approval of the states. Naturally there is no assurance that even such a provision would guarantee immunity from trouble but Justice Douglas' opinion contains the following passage which appears to have significance for insurance rates as well as rail rates:

#### Must Still Compete

"It is sufficient here to note that we find no warrant in the interstate commerce act and the Sherman act for saying that the authority to fix joint through rates clothes with legality a conspiracy to discriminate against a state or region, to use coercion in the fixing of rates, or to put in the hands of a combination of carriers a veto power over rates proposed by a single carrier. The type of regulation which Congress chose did not eliminate the emphasis on competition and individual freedom of action in rate-making. . . . The act was designed to preserve private initiative in rate-making."

## Keys Heads New Legislative Group

W. Ray Thomas, president National Association of Insurance Agents, announces the appointment of members of the newly authorized legislative committee.

Alvin S. Keys, Springfield, Ill., a member of the executive committee, is chairman, his associates being Guy T. Warfield, Jr., Baltimore, also an executive committee member, and Sidney O. Smith, Gainesville, Ga., a member of the public relations sub-committee.



Alvin S. Keys

The committee will assist in the development and operation of the Washington office. It will aid Manager Oscar H. West; study federal legislation as it affects the agents; and advise with Mr. West with respect to proper and effective legislative procedure. It will operate as an advisory group in support of the Washington office. Wade Fetzer, Jr., Chicago, chairman of the public relations committee, will continue to maintain close contact with the Washington office as heretofore.

ing as indicated by the duty of each common carrier to initiate its own rates. . . . If a combination of the character described in this bill of complaint is immune from suit that freedom of action disappears. The coercive and collusive influence of group action takes its place. A monopoly power is created under the aegis of private parties without congressional sanction and without governmental supervision or control."

The decision says that the fact that the I. C. C. has authority to remove discriminatory rates is irrelevant. The present bill, says Justice Douglas, does not seek to have the court act in the place of the commission but to remove from the field of rate-making the influences of a combination which exceed the limits of the collaboration authorized for the fixing of joint through rates.

The bill's aim, he says, is not to undercut or impair the primary jurisdiction of the commission over rates but is to free the rate-making function of the influences of a conspiracy over which the commission has no authority but which if proven to exist can only hinder the commission in the tasks with which it is confronted.

#### CITES "ZONE"

Citing the case of Keogh vs. Chicago & N. W. Ry. Co., 260 U. S. 156, to the effect that under the anti-trust act a combination of carriers to fix even reasonable and non-discriminatory rates may be illegal, the Douglas opinion states that the reason for this is that the interstate commerce act does not provide remedies for the correction of all the abuses of rate-making which might constitute violations of the anti-trust laws, and thus a "zone of reasonableness exists between maxima and minima within which a carrier is ordinarily free to adjust its charges for itself." (U. S. vs. Chicago, M. St. P. & P. R. Co., 294 U. S. 499, 506.)

Within that zone of reasonableness the commission lacks power to grant relief even though the rates are raised to the maxima by a conspiracy among carriers who employ unlawful tactics, the opinion given by Justice Douglas continues, adding that "if the rate-making func-

(CONTINUED ON PAGE 14)

## Md. Rate Bills Pass Both Houses, Up to Governor

The Maryland fire and casualty rating bills that were drafted by an insurance company committee named by the governor have been passed by the legislature and sent to the governor. The legislature has now adjourned.

The casualty bill applies to all types of insurers except the state accident fund and non-profit hospital service plans. In general it follows the industry bill. It is effective Jan. 1, 1946.

The fire bill applies to all types of insurance written by fire and marine insurers except aviation and ocean marine. It will become effective June 1, 1946. All rates must be filed and approved.

As to risks which are designated, with the approval of the commissioner, as having essential elements of such nature and variation as to make the application of standard methods of rating by classification or by schedule impractical, an insurer may satisfy its filing obligation by becoming a member of or a subscriber to a rating organization which makes such filings.

#### Rating Organization Provisions

A rating organization must consist of at least two insurers. The fee for each annual license for a rating organization is \$100.

Every such organization shall permit any insurer engaged in the kind of insurance for which rate making is done by that organization to become a member or a subscriber. An insurer shall use only the rates or rating systems made by the organization of which it is a member or rate or rating systems made by itself if not a member of an organization.

No organizations shall discriminate unfairly between insurers and the condition imposed for admission as subscribers or in the services rendered to either members or subscribers. Deviation filings must be made both with the organization and the commissioner and the deviation must be uniform in its application to all risks. The deviation may be renewed annually. A rate in excess of the official may be charged on any specific risk with the written consent of insured and commissioner. There is a provision that nothing in the deviation section shall be construed to prevent any insurer "from returning any unused or unabsorbed premium or earnings ratably to its policyholders or subscribers."

It is provided that there shall be no rates or rating methods "which unfairly discriminate between risks involving substantially the same degree of hazard and environment."

#### To Be Examined by Commissioner

At least once in five years "or whenever he determines it to be expedient" the commissioner shall make an examination of each rating organization, the cost to be paid by the governed. The commissioner may waive the examination upon evidence that the organization has within a recent period been examined by another state.

Authority is given to call for statistical information.

It is provided the rate shall be "reasonable, adequate and not unfairly discriminatory." The commissioner may investigate the necessity for a reduction or increase in rates and may order an increase or decrease if he finds the rates are either inadequate or are producing an excessive profit.

Company syndicates may submit loss experience data and negotiate with the commissioner for approval of rates, forms and plans of operation.

## Repair, Replacement Cover Proposal Watched Closely

### Factory Association May Act If Demand Develops Under Mutuals' Plan

Stock companies are watching to see whether the efforts of the Factory Mutuals to promote the sale of repair and replacement coverage point to a real demand for insurance that will pay all costs of repairs or replacements without deduction for depreciation, whether due to physical decay or obsolescence. While the coverage has been available in some territories, the demand for it has been slight. New York State, for example, has had it for about two years and very little has been sold.

Factory Insurance Association does not insure on the "repair and replacement" basis, but it seems probable that it will make the coverage available if there proves to be an appreciable demand for it, although there are two schools in the stock fire field, and among the mutuals as well, regarding the soundness of insuring depreciation under a fire policy.

Some observers have wondered whether the Factory Mutuals' endeavor to merchandise the repair and replacement coverage may not be due to a wish to make up for the reduction in premium, variously estimated at from \$2 million to \$3 million, resulting from the drastic reduction in rates on the vandalism and sabotage coverage.

Another supposition that has been advanced is that since the great majority of losses are partial and as a practical matter are paid in full without deduction for depreciation, it would be more logical to get a premium based on the full replacement cost. It is pointed out that this would be more of a consideration for the factory mutuals than for the stock carriers, since the F. I. A. has a coinsurance provision, which the Factory Mutuals have not, and F. I. A. insured carry a higher percentage of insurance to value than do Factory Mutuals' insured.

The Factory Mutuals' repair and replacement coverage is somewhat broader than that offered in New York State, as it covers not only buildings and building service equipment, as in New York territory, but also factory machinery.

### New Hampshire Fire Marks 75th Anniversary

New Hampshire Fire is celebrating its 75th birthday, April 6, after completing the most successful year in its history.

A feature of the celebration is a distinctive calendar with 12 colored photographs of typical New Hampshire scenes, which is being distributed among the agents. These give glimpses of sap gathering, fishing, country auctions, etc.

Another anniversary feature was the series of broadsides which were sent out during the past year, showing the famous spots in the state, and including messages from company executives.

### Standard Policy in Oregon

SALEM, ORE.—Governor Snell of Oregon has signed the 1943 New York standard fire policy bill which becomes effective June 16.



## Opposes State Rule of Aviation Cover

### Reed Chambers Appears at Chicago Meeting; Airline Official Talks

A national committee representing eight aviation underwriting offices has prepared a brief setting forth their reasons why aviation insurance should not be subject to rate regulation in the various states at the present time, Reed Chambers, president of the U. S. Aviation Insurance Group, said in a talk in Chicago last week. About 250 attorneys and insurance people interested in aviation and aviation insurance attended the meeting, which was sponsored by the aviation and insurance law committees of the Chicago Bar Association and the insurance section of the Illinois Bar Association.

Governor Green of Illinois and W. A. Patterson, president of the United Airlines, discussed aspects of aviation.

### Is Pool Plan Legal?

The question of whether or not the group or pool plan of operation, as represented in U. S. Aviation Underwriters, Associated Aviation Underwriters, and Aero Insurance Underwriters, runs counter to the anti-trust laws is one of concern to aviation underwriters at the present time, Mr. Chambers said. Attorneys who have been consulted differ in their opinions, and he suggested that it might be necessary before the moratorium established by Congressional insurance legislation expires at the end of 1947, to have an act similar to the marine insurance act specifically exempting such operations from anti-trust.

Mr. Chambers' chief argument against imposition of a rigid rate and form control on the aviation insurance business is that aviation itself is young and for some years will be subject to a variety of developments. There are not enough planes of the same type to establish anything like a standard underwriting procedure, as has been done in the automobile business. There is a wide variation in flying. He said planes in the civilian field range in price from \$1,500 to \$850,000, that of some 22,000 planes in 1942 there were almost 500 makes.

### Pleds for Free Development

States are eager to help aviation, he said, but some are confused. More or less exact rate filings would be harmful. There are advantages to having standardized forms, but if this comes too early it would act as a deterrent to improvement. Flexibility is needed in the insurance business to keep up with aviation. He emphasized the contribution made by aviation underwriters to the advancement of safety in flying. The best way, he said, to stop the doing of foolish things is to touch the doors on the pocketbook. He said there are now 400,000 pleasure boats, but the insurance for them is not subject to the filing of rates or forms. Morticians' liability should, he illustrated, be regulated less than life insurance because while everyone dies some day, few corpses are stolen. Aviation insurance will become standard when aircraft and flying does.

Mr. Patterson said that the development of air travel depends a good deal upon economic conditions. The amount of travel in the U. S. is 34 miles for every \$100 of income, and this has not varied more than 3% in 17 years, he said. The cost of air travel is now 5 cents a mile, and until it is substantially lowered it can be used principally only by those with \$5,000 or more income.

### Not Mass Transportation

There is nothing at present on the horizon that will change the inherent limitations of the airplane so that it would provide transportation at a cent or at 1½ cents per mile. The industry should develop cheap transportation

## Don Tullis to General Agency

The Finley Tucker & Brother general agency of Jacksonville, Fla., announces that Don L. Tullis is joining the organization as secretary. Mr. Tullis was with the New York Insurance Rating Organization sprinkler risk department, Buffalo, in 1930. He left the same year to go with the newly formed inland marine department of Royal-Liverpool. In 1932 he was made special representative in Ohio. In 1937 he was placed in charge of the western inland marine department. In 1939 he was transferred to New York and was made superintendent in charge of marine production of Royal-Liverpool. Mr. Tullis resigned in 1940 and was made marine manager of National Surety Marine. From time to time Mr. Tullis has lectured for universities under the insurance agents' educational program and was in Florida in 1939 lecturing for the University of Florida.

Finley Tucker & Brother, established in 1905, represent as general agent British General, Camden, Commerce, Commonwealth, Eagle Fire, Empire State, Hanover, New York Fire, Standard Marine, Union of England, and state supervisor for Columbia Casualty and Ocean Accident.

## O'Connor on Indianapolis Program Next Week

INDIANAPOLIS—J. C. O'Connor, Chicago, editor "Fire, Casualty & Surety Bulletins" and associate editor THE NATIONAL UNDERWRITER, will discuss the personal property floater, particularly the recent changes, before a joint meeting of the Indianapolis Insurance Board and the Indianapolis Association of Insurance Women here next Monday evening. A large turnout is indicated by advance response. The Indianapolis board has been very successful this year with its plan of holding meetings from 5 to 7 p.m.

through its own ingenuity and not through government subsidy, he declared.

Cost of airlines have not decreased through mass production. A plane for which United contracted two years before the war, the DC-4, at \$285,000 today costs \$486,000 because of the increased cost of labor, etc. Gasoline weighs six pounds per gallon, he said, and a plane has to carry gasoline for as far as it wants to go. The jet propelled engine burns twice the gasoline as the conventional engine. The gas turbine engine, which weighs one-half pound per horse power compared with one pound per horse power for the conventional engine, also consumes twice the gasoline of the conventional engine.

### Radar Is Big War Development

The biggest development of the war, Mr. Patterson believes, is electronics, which when applied to civil aviation will revolutionize the regularity and safety of air travel.

Mr. Patterson predicted that airline travel will increase five times in four years after the war, which means that the air transport business will be a \$400 million industry. He said he didn't believe that private flying, which has wide public acceptance, will replace the automobile because it doesn't have the broad utility.

Governor Green, who is chairman of the aviation committee of the Council of State Governments, discussed the plans for the development of airports in Illinois.

Among those at the speakers table were Sam Levin, chairman of the insurance law committee of the Chicago Bar Association and vice-chairman of the insurance section of the Illinois Bar Association; and David J. Kadyk, chairman of the insurance section of the Illinois Bar and vice-chairman of the Chicago insurance law committee.

## Brokers Plan to Become More Effective Force

NEW YORK—The expanded financial program contemplated by the National Association of Insurance Brokers, whose executive committee is meeting here this week, will permit the annual holding of meetings of the board of directors. This group will succeed the present executive committee. The program will also make funds available for traveling expenses of members making trips on the association's business. This week's meeting is the first the executive committee has held in five years.

The added financing will be based on dues from the sustaining members, a class to be created under the constitutional changes that are proposed. It will be up to the members whether they wish to become sustaining members or not but if they do their dues will be on a schedule based on the number of employees in their offices. The minimum annual sustaining membership dues will be \$50.

There are many matters on which the association needs to have its representatives confer with outside organizations, such as the maritime commission, the life insurance business, maritime insurers, National Board, National Bureau of Casualty & Surety Underwriters, Insurance Executives Association. One effort that is being made in the setup is to avoid throwing a disproportionate amount of work on a few individuals. The work will be distributed by means of committees operating nation wide, each handling a designated activity.

Those who will attend include: Allen T. Archer and Gordon Campbell of Los Angeles, representing the Southern California Brokers Society; W. Shepherd French of the San Francisco Brokers Society, Elmer Gunther of the San Francisco Brokers Exchange, Oliver Blase of St. Louis, John B. Parker, George Seaverns, Jr., and Frank P. Lavin, national executive committee chairman, all of Chicago; J. J. Hulme, Philadelphia; J. E. Stinson, Fred Church, Everett Litchfield, national treasurer, and Harry E. Moore, national president, all of Boston; M. L. Nathanson and Alex Goldberger of the Brooklyn association; George Sullivan and Nathan Greenbaum of the General Brokers Association of New York City; J. F. Brennan, H. W. Schaefer and W. W. Ellis, national executive secretary, all of the Insurance Brokers Association of New York City.

## First Insurance Literature Prize Awarded by Teachers

The American Association of University Teachers of Insurance has awarded the first Elizur Wright insurance literature prize to Malvin E. Davis, associate actuary of Metropolitan Life, for his book, "Industrial Life Insurance." The book published by the McGraw-Hill Book Co., was selected by a majority of the executive committee of the teachers' association from a list of reports, articles and books suggested by members. This is the first award of an annual \$250 prize and certificate for the best insurance writing during each year.

## Reprints of Income Tax Article Available

Reprints of the "Insurance Settlements and Income Tax Treatment" article which appeared on Page 5 of the March 22 issue of THE NATIONAL UNDERWRITER are available. Prices are: 10, \$1; 25, \$1.50; 50, \$3; 100, \$5; 200, \$9; 300, \$12; 500, \$15; 1,000, \$20. Send orders to Reprint Department, National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

## Await Biddle Move in S.E.U.A. Case

WASHINGTON—A decision is expected to be made in the Department of Justice within a week or 10 days as to its future course in the Southeastern Underwriters Association case. Nolleprossing of the criminal proceeding seems to be assured, in view of statements made by Attorney General Biddle.

Determination of the question of instituting possible civil proceedings, officials indicate, will be made upon consideration of such factors as are represented by enactment of the new federal insurance law. The desire is expressed in Congress and by the department to give the companies time to adjust their affairs to accord with the Supreme Court S.E.U.A. decision, and determine action "in the greatest public interest" under the circumstances. Consideration of those factors may result, according to report, in dropping the idea of civil proceedings to obtain an injunction against alleged illegal practices. Such proceedings are usual and often result in consent decrees in anti-trust cases.

It is understood that the S.E.U.A. case has been subject of recent conferences in the department, among its own officials and with outside interests during the past week.

## Aero Underwriters Opens Denver Service Office

Aero Insurance Underwriters has opened a Denver service office in the First National Bank building in charge of Amory W. Netzel of Kankakee, Ill. He reports to the Pacific Coast department at Los Angeles headed by Ariel O. Harris.

Mr. Netzel prior to the war operated Provident Finance Company at Kankakee, which was largely engaged in automobile financing, and he had insurance connections therewith. He is a flyer and owns a Luscombe Silveira plane which he intends to take to Denver and use in his business. He is a brother of M. F. Netzel, with Western Adjustment at Kansas City.

## Boston Protective Election

BOSTON — The Boston Protective Association at its annual meeting re-elected Charles L. Powers, Travelers Fire, and Robert Sullivan of Hinkley & Woods as directors. Athur K. Pope of Cyrus Brewer & Co. is a new director, succeeding Alfred N. Miner of Gilmour, Rothery Co., who closes 15 years of active service in an official capacity with the association. He was a director for nine years, vice-president one year and has been president for the past five years.

## Home, Hawaii, Wins Refund

WASHINGTON—The internal revenue commissioner has determined an over-assessment of \$24,524 income tax for 1941 in favor of Home of Hawaii. The over-assessment "results from the allowance of an additional deduction for ordinary and necessary business expenses," which was "understated in the return." The amount named was ordered refunded.

## MacMinn V.P. of Mfrs. Fire

Manufacturers Fire has appointed Samuel J. MacMinn, vice-president. For several years he has been assistant secretary and then secretary of St. Paul Fire & Marine. He is a native of Philadelphia and began his career there.

## Redraft Ohio Rating Bill

COLUMBUS—The Ohio senate has received a redrafted rating bill, supported by the National Board, American Mutual Alliance and the Ohio insurance department.

## New Bill I

## Object Measure

DES has been brought at the present time a conference of Griggs, Davis, C. Association, The International Journal of Law and Economics, in both the United States and abroad. Because of the insurance industry's interest in the matter, from the point of view of getting the bill passed.

## Objections

The objection to the bill by the public has been raised by the rest of the country. The provision requires that the Brown County alky company be liquidated by the state. The provision is unlawful and the company is in a position to be excluded.

## Excluded

The new bill excludes the original health insurance plan from the original health insurance plan.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

The provision requiring payment of the bill is a new provision. The bill is a new provision.

## New Iowa Rating Bill Introduced

### Objections to Original Measure Are Eliminated —to Adjourn April 10

DES MOINES—A new rating bill has been introduced in the Iowa legislature as the original bill is virtually dead and has no prospect of enactment at the present time. The action followed a conference here attended by E. M. Griggs, of the National Board; Roy Davis, Casualty & Surety Executives Association, and Garfield Brown, American Mutual Alliance.

The legislature is scheduled to adjourn April 10 and the new bill must be brought out by the sifting committees in both houses before it can be considered. Because of the interest shown by some of the legislative leaders and the insurance men, and also of the fact that county mutuals are specifically excluded from the act, there is some possibility of getting the bill through.

#### Objections to First Bill

The original bill had been supported by Commissioner Fischer but after a public hearing on the proposal it appeared destined to be pigeonholed for the rest of the session. Objections were raised because it did not separate fire and casualty companies and also because county mutuals claimed they were under the provisions of the act due to a section requiring them to file a statement with the insurance commissioner. Mr. Brown opposed including fire and casualty companies under the same bill.

Action on the new bill is being stimulated by the existence of Section 9010 of the present Iowa statute which makes it unlawful for two or more insurance companies to make or enter into any combination or agreement on rates.

#### Excludes Accident and Health

The new bill meets the objections in the original proposal in that it excludes county mutual assessment associations, health and accident insurance and non-profit hospital and medical insurance in addition to the lines exempted in the original bill.

The provision in the original bill requiring the commissioners' approval on payments of dividends by mutual companies has been eliminated in the revised bill. The act would be effective April 1, 1946.

The new bill will apply to the kinds of business written by casualty, fidelity, surety and guaranty insurers in one section and fire insurance and other risks permitted to be written by such insurers in another. The fire and casualty lines are separated and the bill approaches the classification problem from the standpoint of kinds of business, rather than kinds of companies.

It also requires the commissioner to approve or disapprove the rates rather than merely requiring that rates be filed with the department.

It also makes more definite the definitions of "reasonable," "adequate" and "non-discriminatory" rates, so that the departmental yardstick may be applied with more ease and adaptability to the business as it is now conducted.

The governor has signed the bill permitting mutuals to hold their annual meetings according to by-laws instead of in January.

#### Buckeye Union School

Buckeye Union Fire and Buckeye Union Casualty this week conducted a school for returned service men and new agents in Columbus. Stanley W. Schellenger, superintendent of agencies of both companies, and John A. Dodd, assistant secretary of the fire company, were in charge. Outside speakers were Allen C. Guy, Western Adjustment, and E. F. Gallagher, Ohio Inspection Bureau.

## C. W. Pierce Tells Progress Made by Single F.I.A.

In addressing the annual meeting of the Factory Insurance Association of New York, President C. W. Pierce stated that the wisdom of consolidating the three previously independent associations into a single national organization has been established. In the consolidation the best procedures that were found in the regional offices were adopted and often improved for the benefit of the single association.

The F. I. A. management, he said, is giving serious attention to the Supreme Court S. E. U. A. decision and to the federal insurance legislation.

Esmond Ewing of Travelers Fire was elected vice-president of F. I. A., succeeding C. A. Nottingham of Royal-Liverpool. Mr. Ewing had been secretary. F. W. Koeckert of Commercial Union was elected secretary and Gilbert Kingan, London & Lancashire, was re-elected treasurer.

Many operations of the association have been critically analyzed and modernized, Mr. Pierce said. Others are receiving study and changes will be made as soon as the manpower situation permits.

A report with recommendations has been prepared in the realm of engineering and inspections, looking to standardization of practice, simplification of procedure and development of improved methods.

#### Form Engineering Council

An engineering council has been created composed of the three regional chief engineers.

The F. I. A. engineers serve as members of important committees of the N. F. P. A. A demonstration laboratory is to be constructed at Hartford that will provide for actual inspection, testing and operation of mechanical fire protection equipment, new methods developed for extinguishment of special hazard fires, the testing of automatic sprinklers, alarm systems, etc. This will be helpful to new engineers, to experienced men for refresher courses and will assist in developing specialist engineers. The facilities will be made available to engineers of inspection and rating bureaus so far as is possible.

Accounts on the books are being analyzed as to underwriting factors, physical conditions and attitude of plant management. Adequate rates must be charged for the strong policies of indemnity written at fixed costs and the accompanying service of agents and brokers, "which bear no relationship to quotations made for other systems of insurance which operate on a widely different principle."

#### Consider Negotiation Work

Conferences on negotiation work recently have been held in Chicago and were attended by eastern executives.

Efforts are being made to bring about reasonable coordination of practice in loss adjustment.

Eighty-four F. I. A. employees are in uniform. One of the men was killed and another is missing in action.

Mr. Pierce said it is important that insurance departments and rating organizations recognize that the insurance needs of large industrial organizations present problems not met with elsewhere.

#### Tex. Rating Bill Advanced

AUSTIN, TEX.—The Texas house insurance committee has given a favorable report on a bill giving the board of insurance commissioners authority to govern rates applying to lightning, tornado, windstorm, or hail. The measure excludes and defines "marine" insurance. It also provides methods of filing rates on inland marine. Checking offices which may be deemed necessary and organized by groups are subject to the supervision of the board.

## Honor Schweer at Cincinnati

CINCINNATI—J. F. Schweer, for 25 years secretary of the Cincinnati Fire Underwriters

Association, was honored with a testimonial dinner at the Cincinnati Club Tuesday. Following the address of H. J. Burridge, president National Underwriter Co., Frederick Rauh, president of the association, presented Mr. Schweer a war bond as a concrete expression of the appreciation of the members. A hand tooled leather portfolio containing a testimonial and the signatures of all who attended was presented by T. M. Geoghegan, vice-president Perkins & Geoghegan, who was toastmaster as well as chairman of the committee which arranged the testimonial.

During the evening many members of the Cincinnati association claimed the floor to read congratulatory messages received from friends of Mr. Schweer from all over the United States. From the office of civilian defense at Washington, D. C., Lou Schraffenberg, former safety director at Cincinnati, paid tribute to Mr. Schweer for his interest and work as a fire preventionist. Many out-of-town guests were on hand to congratulate Mr. Schweer, Henry Frankel, president, represented the Insurance Board of Cleveland. R. E. Julian, manager Ohio Inspection Bureau, and D. C. Atwell, manager Ohio Audit Bureau, attended.

The long service of Miss Mae Godfrey, who has also been an employee of the Cincinnati association for 20 years, was remembered. She also received a war bond presented by President Rauh.

Following Mr. Burridge's tribute, Mr. Schweer responded briefly.

Other out-of-town guests were Judge B. Miller, secretary, National Association of Insurance Agents; W. O. McLelland, Columbus, vice-president and secretary, and C. G. Henry, special agent American National Fire; Charles Goodwin, Chicago manager auto department Great American; H. E. McClain, Indianapolis, executive secretary, and F. C. Richardt, Evansville, national director Indiana association.

From Hamilton there were A. L. Mense, president Hamilton board; E. J. Schmidt, trustee, and Leeds Bronson, vice-president Ohio association.

A large delegation of field men was on hand from Columbus.

Congratulatory letters were read from S. O. Smith, past president National Association of Insurance Agents; Walter Dressel, Ohio superintendent of insurance; J. F. Van Vechten, Akron; Alfonso Johnson, manager Dallas Insurance Agents Association; F. J. Cox, Perth Amboy, N. J.; R. R. Wilde, vice-president Corroon & Reynolds; H. E. Helm, secretary Fidelity & Guaranty; Ray Thomas, president National Association of Insurance Agents; M. R. McGruder, manager Alabama association.

E. F. Gallagher, most loyal gander of Ohio Blue Goose and H. T. Minister, president Ohio Association of Insurance Agents, were guests.

Messages were read from Peyton Bethel, secretary Louisville Board; J. W. Rose, secretary New York association, and Ted Safford, Washington, D. C., major chemical warfare service and past president C. F. U. A.

#### Dr. Caris Joins John Hancock

Dr. Albert G. Caris, who until recently was connected with the Ohio department as assistant superintendent, has become associated as statistician with the Ralph W. Hoyer agency of John Hancock Mutual Life at Columbus.

## Iowa 2% Tax Bill Signed by Governor

### Life Premium Tax Cut Bill in Oklahoma—Other States Act

DES MOINES—Iowa's 2% level premium tax bill has been signed by the governor and is now in effect. As finally passed it exempted county mutuals, fraternal, and nonprofit hospital and medical associations. The senate attached an amendment exempting the county mutuals, the house accepted this and then exempted the hospital and medical associations and the senate concurred in this change. The bill was immediately sent to the governor who signed the measure.

The legislature earlier had extended the deadline for payment of the premium tax 30 days to April 1, while the new tax measure was being passed.

A complete study of the insurance premium tax situation was approved by the Iowa senate in passing a proposal to establish a special post-war tax committee to survey the entire state tax structure and report to the next legislature. Sen. Albert Shaw, Pocahontas, who defended the mutuals in enacting the flat 2% premium tax, added the premium tax study as an amendment to the tax-study proposal. The measure, already passed by the house, goes back there for consideration of the Shaw amendment.

#### WOULD REDUCE LIFE TAX

OKLAHOMA CITY—A bill reducing Oklahoma's life company premium tax to 3% has been placed on the house calendar. With the exception of the 1% reduction the bill is substantially the same as the 4% level tax measure which was recently enacted.

The new bill would apply only to life companies and would exempt all stipulated premium companies, assessment associations and fraternal. It would allow the same credits as the new statute, for percentage of investments. If passed, it would not become effective until Jan. 1, 1947. It is understood that the new bill has the approval of the administration.

One provision repeals the retaliatory law.

The Employers Casualty of Dallas has filed suit in the Oklahoma county district court asking refund of \$20,898 paid in premium tax to the state. The plaintiff alleges that it is engaged in an inter-state business and that the tax is in violation of the commerce clause of the federal constitution. The petition also alleges that the Oklahoma retaliatory law is unconstitutional.

#### N. H. TAX BILL SIGNED

The New Hampshire tax equalization bill has been signed by the governor. It provides for a 2% premium tax on domestic as well as foreign insurers. Heretofore domestic insurers had not paid any tax. The bill also provides for a reduction in the annual fee from \$150 to \$35. Domestic companies must pay this fee. Heretofore they were exempt. The bill also provides that domestic companies shall pay a fee of \$2 for agents' licenses. Before this legislation was adopted the fee was required to be paid by foreign insurers only.

#### OPPOSITION IN OHIO

COLUMBUS, O.—Opposition to the 2 1/4% Ohio premium tax bill was expressed at a hearing before the house insurance committee by Claris Adams, president Ohio State Life; C. D. McVey, president Ohio Farmers, and M. L. Landis, counsel Central Manufacturers of Van Wert. All urged that no action be taken at this time on the change in premium taxes. Mr. Adams said that were the legislature to enact the proposed law it would handicap the attor-

(CONTINUED ON PAGE 14)



## Lincoln National Files Brief in Okla. Tax Case

WASHINGTON—Appealing from the Oklahoma supreme court, Lincoln National Life has filed brief with the U. S. Supreme Court in litigation with Commissioner Read of Oklahoma over the 4% premium tax on foreign insurers. Contention is that the Oklahoma law violates the 14th amendment to the constitution and denies foreign companies equal protection of the laws. It is understood important life inter-

ests have been collaborating in the Lincoln National case, scheduled for argument about April 24-26.

The Oklahoma court sustained the tax, discriminatory nature of which is admitted, according to the brief. Lincoln National paid the tax under protest. It says it would be deprived of equal protection of the law and of its property without due process of law if it could not do business in Oklahoma or is subjected to the tax.

The 4% tax was imposed, it was declared, as a revenue measure; it is not a regulatory measure. Nor is it a substitute for ad valorem tax upon a foreign company's personal property. The company protests the "attempt" of the Oklahoma constitution "to exact as a

condition on foreign insurance companies" that federal constitutional rights be waived. However, the trial court and Oklahoma supreme court found the state constitutional provision did not violate the 14th amendment.

The point is made that the Oklahoma tax law was upheld "even though such law operates and applies each year after said companies receive their annual licenses to transact business in that state." The law "exact[s] approximately \$2,160,000" per year from foreign companies, Lincoln National says.

The brief argues that the Supreme Court will determine for itself whether, in the light of the operation of the Oklahoma law, its effect would involve violation of the 14th amendment. If the tax infringes upon 14th amendment guarantees, it is declared it may not be validated by claims of waiver under the state constitution, upon entry into the state, or by claim of the state's sovereign right to exclude foreign corporations.

The operation of the law "effectively reveals that the exaction in question is a tax, and that such exaction is neither a fee nor condition precedent to the permissive entry of foreign insurance companies into the state," the brief declares.

Counsel contend that a foreign company is admitted into the state and put on a level with domestic companies "by compliance with valid conditions precedent." It is further contended that a foreign corporation licensed for one year at a time "cannot be required to show past compliance" with a tax law that violates the constitution, "under the guise that the payment of the tax is a condition precedent to the renewal of its annual license."

"Payment of the invalid tax imposed" by unconstitutional Oklahoma statutes "cannot be made a valid condition precedent to the issuance of renewal licenses," it is argued.

The brief says that if domestic companies were subjected to the same law "or if the rate of the tax imposed solely against foreign insurers resulted in foreign and domestic companies sharing fairly equivalent tax burdens, no complaint would be justified under the equal

protection clause."

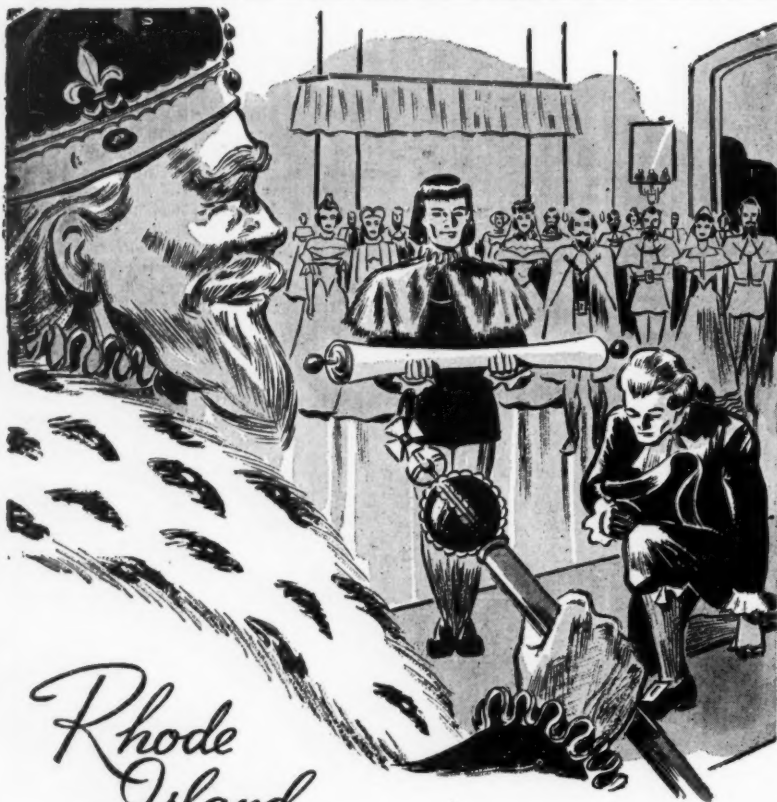
The Oklahoma tax law, however, is described as "a form of unconstitutional discrimination, the vicious nature of which was sensed fully. . . ." It is suggested that "if the states can limit the period of admission of foreign incorporations to one year at a time, and then, as a condition precedent to the annual readmission, deal arbitrarily with such foreign corporations, the guaranties of the federal constitution would be avoided." Under such circumstances, a foreign corporation could be within a state for many years, but always subject to discrimination in favor of domestic corporations.

The court should "condemn" the intent of a state to limit admission of foreign corporations to a definite period, it is argued. The annual license requirement is admitted to be "proper regulation," "but we fail to see how such requirements can fairly be interpreted as limiting the period of admission of foreign insurance companies to the period of each annual license." However, "whether foreign corporations are admitted into Oklahoma for an indefinite period or for one year at a time," the Oklahoma law is declared discriminatory in application after license is issued, "and cannot constitute a valid precedent either to an annual admission or the renewal of the annual license."

### National Board to Hear Report on Federal Issue

NEW YORK—A report from the advisory committee dealing with federal anti-trust legislation and the existing situation since the passage of the McCarran bill will be presented at a National Board special meeting April 10 here. The meeting will observe ODT regulations and it has been suggested companies or groups outside of the metropolitan New York area be represented by one senior executive.

President R. C. Hosmer of the Excelsior of Syracuse, spent the week in Chicago and radiating from that city to points in the field visiting agents.



Rhode  
Island

A Small State with an Impressive Background

● For 180 years Rhode Island operated under the broad charter granted by King Charles II in 1663. Until supplanted by the present Constitution in 1843, it was the oldest charter of civil government in existence, and was considered a great improvement over the liberal one secured by Roger Williams in 1644. Because of its generous provisions, the state continued to use it after our Declaration of Independence and federation of states had been formed.

While many people who now examine it in the State House in Providence see only a picturesque relic, the Rhode Islanders who first saw it in 1663, became greatly excited over its contents. Besides relieving them of allegiance to the Church of England, it gave them clearly defined boundaries, and confirmation of their Indian land deeds and their status as freemen; it outlined a workable, democratic form of government, with law-making powers given to a General Assembly, and martial law privileges given to the executive; it ordained the necessary military forces; most important of all, it gave complete religious freedom. There were many other specified privileges in the 600 or more carefully lettered words of the interesting old parchment, which is over six feet long, elaborately decorated with scroll designs and heraldry, and includes a portrait of Charles II in the ornamental heading.

John Clarke, Newport diplomat, who had the honor of receiving this historic document from Charles II, turned it over to Captain George Baxter, who brought it safely across the perilous seas, and presented it on November 24, 1663 to the General Court in Newport. The next day it was read to a large and enthusiastic gathering of citizens.

The policies written by the Rhode Island Insurance Company contain many benefits clearly presented and carefully explained. Their owners know exactly where they stand, with inclusions and exclusions.

## RHODE ISLAND INSURANCE COMPANY

PROVIDENCE • RHODE ISLAND

Progressive in Outlook—Conservative in Management

FIRE • AUTOMOBILE • INLAND MARINE

OCEAN MARINE

## Reinsurance Figures Continued

Reinsurance premiums in force at the end of 1944 which amounted to \$25,000 or more are shown herewith for a number of additional fire companies licensed in New York state. Similar figures appeared in the March 15 and March 29 editions. The figures are shown to the nearest thousand and the last three ciphers are omitted except for totals which are shown in full for authorized reinsurance and for unauthorized reinsurance. Cessions appearing after the authorized reinsurance total indicates that these transactions are with insurers not licensed in New York. Companies doing exclusively a reinsurance business are shown in capital letters.

**Farmers Fire, Pa.**—AM. RES. 68; EAGLE, N. J. 30; Glens Falls 230; INTER OC. 57; New Hamp. 30; U. S. 57. Total in auth. reins. \$576,408.

**Merchants, Colo.**—CHRIST. GEN. 136; Dubuque 34; INTER OC. 172; Merch., N. Y. 241; Republic 100; So. Car. 287. Total in auth. reins. \$1,070,347. Gulf 100. Total in unauth. re. \$128,833.

**Mercury**—Am. 48; N. Y. Und. 48; NO. STAR 49; St. Paul 527; Am. Re. Ex. 162. Total in auth. reins. \$1,028,290. Lloyds 78. Total in unauth. reins. \$79,944.

**Michigan F. & M.**—Spfld. 6,613. Total in auth. reins. \$6,613,888.

**Millers National**—Am. Eq. 396; Buffalo 80; Illinois 444; INTER OC. 198; Merchants, N. Y. 159; NOR. STAR 100; NORTHEASTERN 25; Ohio Farmers 79; PRUDENTIAL 101; Factory Ins. Assn. 229. Total in auth. reins. \$2,061,755.

**Milwaukee Mechanics**—Firemen's 13,265. Total in auth. reins. \$13,300,243.

**Minneapolis F. & M.**—Auto. 39; Hfd. 35; Home 35; Natl. 34; Phoenix, Conn. 2,473. Total in auth. reins. \$2,768,709.

**Monarch**—Pearl 2,522. Total in auth. reins. \$2,585,865.

**National-Ben Franklin**—Firemen's 6,308. Total in auth. reins. \$6,357,477.

**National F. & M.**—EAGLE, N. J. 39; Hamilton 590; INTER OC. 29; PRUDEN-

TIAL 35. Total in auth. reins. \$782,619. Commel. Stand. 28. Total in unauth. reins. \$30,577.

**National Grange Fire**—Pa. Lumb. Mut. 30; United Mut. 69. Total in auth. reins. \$98,182.

**National Reserve**—Am. Eq. 37; Dubuque 1,427; PRUDENTIAL 38; Republic 28. Total in auth. reins. \$1,629,081. Gulf 28. Total in unauth. re. \$31,768.

**National Security**—N. A. 2,303. Total in auth. reins. \$2,629,740.

**Newark Fire**—L. L. & G. 28; Maryland 25; Nat. Lib. 33; Royal 7,406. Total in auth. reins. \$7,920,620. Foreign brokers 51; Royal, Eng. 246. Total in unauth. reins. \$382,218.

**New Brunswick**—Home 5,610. Total in auth. reins. \$5,610,000.

**New England Fire**—Spfld. 3,770. Total in auth. reins. \$3,770,000.

**New Hampshire**—Agric. 53; Empl. 97; Fire Assn. 42; GEN. SEC. 28; Glens Falls 48; Granite St. 827; Maryland 146; NO. STAR 114; Nor. Un. 35; PRUDENTIAL 58; REINS. CORP. 288; Royal Ex. 25; Am. Re. Ex. 487; Atl. Seab. Re. 893. Total in auth. reins. \$3,659,974.

**Orient**—Atlas 60; East & West 109; Law Un. & R. 50; Lond. & Lanc. 51; No. Brit. 390; Provident 54; Safeguard 43; Standard Mar. 91; Sun 115; UNION & PHENIX 413; Union, Canton 124. Total in auth. reins. \$1,767,186.

**North Carolina**—Gr. Am. 790. Total in auth. reins. \$790,028.

**Northeastern**—Am. 247; Hanover 249; North. Nat'l 271; REINS. CORP. 427. Total in auth. reins. \$1,227,546.

**Northwestern F. & M.**—Hfd. 4,753. Total in auth. reins. \$4,753,000.

**Northwestern National**—Am. Eq. 651; AM. RES. 71; METROPOL 1,331; NORTHEASTERN 1,332. Total in auth. reins. \$3,584,982.

**Ohio Farmers**—AM. RES. 30; INTL. 963; INTER OC. 710; Millers Natl. 72; NO. STAR 482. Total in auth. reins. \$2,319,982.

**Old Colony**—Agri. 109; Bost. 672; Camden 28; No. River 32; Prov. Wash. 38; Royal Ex. 110; Spfld. 37; Am. Re. Ex. 275. (CONTINUED ON LAST PAGE)



# PEARL AMERICAN GROUP

HOME OFFICE—19 RECTOR ST., NEW YORK 6, N. Y.

Metropolitan Dept., 26 Cliff St., New York 7, N. Y.

CLEVELAND  
314 Bulkley Bldg.

CHICAGO  
175 W. Jackson Blvd.

CINCINNATI  
1417 Carew Tower

SAN FRANCISCO  
369 Pine St.

PHILADELPHIA  
525 Chestnut St.

## FINANCIAL STATEMENTS—December 31, 1944 (New York Basis)

### The Eureka-Security Fire and Marine Insurance Company

Corporate Office: 1417 Carew Tower, Cincinnati, Ohio

Executive Office: 19 Rector Street, New York 6, New York

ASSETS			
*Bonds			
Government .....	\$2,727,541.48		
State, County and Municipal .....	224,917.35		
Railroad .....	733,933.81		
Public Utilities .....	593,375.01		
Industrial and Miscellaneous .....	1,009,353.75	\$5,289,121.40	
*Stocks			
Railroad .....	\$ 96,955.00		
Public Utilities .....	637,300.00		
Bank .....	114,100.00		
Industrial and Miscellaneous .....	928,751.00	1,777,106.00	
Cash .....		983,598.49	
Premiums in course of collection not over ninety days due, less reinsurance premiums due to other companies .....		391,116.14	
Reinsurance Recoverable on Paid Losses due from other companies .....		4,356.87	
Deposits with Underwriters' Boards and/or Associations .....		5,651.90	
Accrued interest on Bonds .....		38,576.57	
Admitted Assets .....		\$8,480,527.37**	
LIABILITIES			
Unearned Premium Reserve .....	\$4,097,710.68		
Losses in process of adjustment .....	660,012.00		
Reserve for Taxes, Expenses and other Liabilities .....	239,533.36		
Unearned Premiums and Losses Recoverable on reinsurance in companies not admitted to transact business in New York State .....		18,486.12	
Capital .....	\$1,000,000.00		
Surplus .....	2,473,785.21		
Surplus to Policyholders .....		3,473,785.21**	
		\$8,480,527.37	

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$340,034.84 are deposited as required by law.

\*\*On basis of December 31, 1944 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$351,618.12.

### Monarch Fire Insurance Co.

Corporate Office: 314 Bulkley Bldg., Cleveland, Ohio

Executive Office: 19 Rector Street, New York 6, New York

ASSETS			
*Bonds			
Government .....	\$2,193,061.44		
State, County and Municipal .....	25,000.00		
Railroad .....	108,648.35		
Public Utilities .....	120,169.52		
Industrial and Miscellaneous .....	85,792.77	\$2,532,672.08	
*Stocks			
Railroad .....	\$ 35,100.00		
Public Utilities .....	46,400.00		
Bank .....	144,660.00		
Industrial and Miscellaneous .....	369,350.00	595,510.00	
Cash .....		463,887.75	
Real Estate .....		6,882.44	
Mortgage Loans on Real Estate, first liens .....		13,798.31	
Mortgage Certificates of Participation .....		357.00	
Premiums in course of collection not over ninety days due, less reinsurance premiums due to other companies .....		179,871.82	
Reinsurance Recoverable on Paid Losses due from other companies .....		2,100.41	
Deposits with Underwriters' Boards and/or Associations .....		6,742.50	
Accrued interest on Bonds, Mortgage Loans and Bank Balances .....		17,288.23	
Admitted Assets .....		\$3,810,110.54**	
LIABILITIES			
Unearned Premium Reserve .....	\$1,777,247.73		
Losses in process of adjustment .....	286,374.00		
Reserve for Taxes, Expenses and other Liabilities .....	99,850.96		
Unearned Premiums and Losses Recoverable on reinsurance in companies not admitted to transact business in New York State .....		1,593.34	
Capital .....	\$ 819,336.00		
Surplus .....	824,708.51		
Surplus to Policyholders .....		1,654,044.51**	
		\$3,810,110.54	

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$230,000.00 are deposited as required by law.

\*\*On basis of December 31, 1944 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$45,606.68.

## Pearl Assurance Co., Ltd. (United States Branch)

19 Rector Street, New York 6, New York

### FINANCIAL STATEMENT—December 31, 1944

ASSETS			
*Bonds			
Government .....	\$2,766,677.93		
State, County and Municipal .....	325,743.10		
Railroad .....	807,916.86		
Public Utilities .....	452,090.20		
Industrial and Miscellaneous .....	806,328.84	\$5,158,756.93	
*Stocks			
Railroad .....	\$ 420,623.00		
Public Utilities .....	1,296,910.00		
Bank and Insurance .....	2,090,592.60		
Industrial and Miscellaneous .....	1,909,568.00	5,717,693.60	
Cash .....		1,455,838.37	
Premiums in course of collection not over ninety days due and reinsurance premiums due from other companies .....		928,518.82	
Reinsurance Recoverable on Paid Losses due from other companies .....		86,663.03	
Deposits with Underwriters' Boards and/or Associations .....		6,740.30	
Accrued interest on Bonds and Bank Balances .....		45,266.27	
Admitted Assets .....		\$13,390,477.32**	

LIABILITIES			
Unearned Premium Reserve .....	\$4,316,173.06		
Losses in process of adjustment .....	699,408.00		
Reserve for Taxes, Expenses and other Liabilities .....	242,585.18		
Unearned Premiums and Losses Recoverable on reinsurance in companies not admitted to transact business in New York State .....		183,618.10	
Statutory Deposit .....	\$ 500,000.00		
Surplus .....	7,457,692.98		
Surplus to Policyholders .....		7,957,692.98**	
		\$13,390,477.32	

\*Valuation on basis approved by National Association of Insurance Commissioners. Securities carried at \$623,432.48 are deposited as required by law.

\*\*On basis of December 31, 1944 market quotations for all bonds and stocks owned, this Company's total Admitted Assets and Surplus to Policyholders would be increased \$424,861.58.

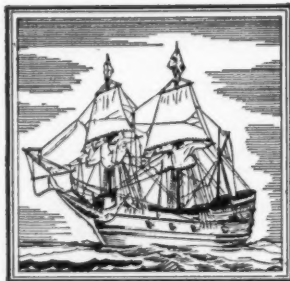
BACK THE ATTACK WITH WAR BONDS

# REINSURANCE . . .

Fire  
Casualty  
Fidelity  
Surety  
Aviation  
Accident  
Inland Marine

## BOWES & COMPANY, INC.

135 SO. LA SALLE ST. . . . CHICAGO



### Two New England Companies

The Mayflower was chosen as the symbol of these two companies as typical of their characteristics:

*Old New England—Sound,  
Safe and Fair-dealing*

**BOSTON INSURANCE CO.**  
INCORPORATED 1873

**OLD COLONY INSURANCE CO.**  
INCORPORATED 1906

**FIRE · MARINE · AUTOMOBILE · AVIATION**

67 KILBY STREET, BOSTON 9, MASSACHUSETTS

## NEW YORK

### OPENS EASTERN UNIT

Establishment of an eastern department with headquarters at New York to serve agents in Massachusetts, Connecticut, Rhode Island, Maine and New York is announced by Northwestern Mutual Fire.

P. J. Brown, for many years manager of the midwestern department, has been named manager of the new operation. His staff includes W. G. Winkley, underwriter; T. C. McGuy and C. V. Munier, special agents; and Frank C. Peavey and William Munroe, inspectors.

The New York City office will now function as part of the eastern department.



P. J. Brown

### FAREWELL FOR P. J. HUCKE

Peter John Hücke was honor guest at luncheon given by his London Assurance associates upon his departure from company ranks to the New York agency field. He resigned recently as local secretary of London to become associated with the agency of O'Brien & O'Brien.

On behalf of those assembled, Walter Meiss, acting as toastmaster, presented to Mr. Hücke a gift.

Those in attendance were Chris D. Sheffe, Mr. Meiss, Russon G. Ganner, Kenneth J. Bidwell, A. H. Steffens, William Diefenbach, M. F. Lucker, Charles J. Penna, F. W. Maasen, Gordon Baxter and Frank Finley.

### HOME'S POPULAR GATHERING PLACE

A popular gathering place for amateur military strategists and onlookers these days in the heart of the insurance district is the lobby of Home at 59 Maiden Lane, which displays prominently two large colored maps of the European and Pacific battle areas. The maps, approximately four by five feet in size, are mounted on one of the lobby walls. The battle lines are indicated by red cords, marked with pins and miniature flags, and important military movements are designated with arrows. Each day the maps are brought up to date by J. H. Miller of the advertising department, who has become an expert in pronouncing unpronounceable names in keeping up with this extracurricular activity.

### "NORBRIT GUARDS" FORMED

A committee of men and women who have been in the employ of the North British group for 25 years or more have formed an association known as the "Norbrit Guards."

Ernest A. Merkl was elected president; A. J. O'Donnell, vice-president; C. B. Ellard, secretary, and Miss H. N. Post, treasurer.

The purpose of the association is to recognize veteran employees and promote goodfellowship.

## CHICAGO

### D. R. McLENNAN ESTATE

The state inheritance tax return now filed indicates that the gross estate of the late Donald R. McLennan, who was chairman of Marsh & McLennan, amounts to \$16,319,051. The federal estate tax is estimated at \$9,965,186 and the state inheritance tax will be about \$531,649. Cash, stocks, bonds and notes account for \$16,216,756 of the estate.

The executor is Woodbury S. Ober, a son-in-law of Mr. McLennan, who was recently named head of the investment operations of American Automobile.

The principal beneficiaries are Mrs. McLennan, the two sons, three daughters and three sons-in-law.

### USE HIGH SCHOOL GIRLS

A number of offices in Chicago being shy of help are having high school girls come in during the day at hours when they can get off and render what service they can. It is found that most of them can work three or four hours and thus fill the gap. It is hoped that many of these will be on a full-time basis during the vacation season.

### NORTMAN REENTERING BUSINESS

Roy Nortman, well known independent fire insurance adjuster of Chicago, has returned to this country from a year spent as a civil service employee of the navy, acting as tender to deep sea divers in connection with ship and material salvage at Pearl Harbor. He has resigned this connection and is planning to make a new connection as a fire adjuster in Chicago. He is a veteran of the former world war.

### BEATTY, CHARLTON ADVANCE

Western Adjustment has promoted Robert M. Beatty to executive general adjuster for Cook county. Thomas F. Charlton has been named his successor as manager of the company in Cook county.

### Thiemeyer Urges Brokers to Check on Values

Brokers should not be doorbell ringers and order-takers but should sell insurance intelligently, H. R. Thiemeyer of North America's service office in Chicago declared in a talk on use and occupancy coverage at a special meeting of the Insurance Brokers Association of Illinois.

No broker should be proud of the lack of professional ability and sense of obligation to clients disclosed in adjusting a number of U. & O. risks by one firm, when it was found on the average only 68% of the loss was insured. This unfortunate situation could arise, he said, only through failure of the brokers who placed the insurance to ask their clients for information on the values to be insured, or to check the values periodically after the insurance was written. Mr. Thiemeyer urged that brokers give their clients proper service in this particular.

"I have found no difficulty in discussing values with assured," he commented, "even up to as high as \$19 million. It is a disgraceful situation when the producer sells only 68% to value."

State Senator Al E. Dowd was to speak on the new compulsory auto liability act which he introduced in the legislature, and was present. However, attendance was small, apparently due to confusion as to the time of holding the meeting, and it was decided to have the senator speak soon at another meeting. George Proctor, publicity chairman, presided.

## FOR SALE

A well established local agency in a small Western Pennsylvania town. The average earnings of this agency for the past six years has been nearly \$7000 a year. Here is an excellent opportunity to pick up a good local agency representing well known fire, casualty and life companies. Present owner retiring.

### FERGASON PERSONNEL

Insurance Personnel Exclusively  
168 W. Jackson Blvd., Chicago 4, ILL. HAR. 9849

Pitts  
Fete  
Fam

Two  
executiv  
Nationa  
tional  
preside  
ance Ap  
dustry  
ance C  
operatio  
groups,  
The  
sary to  
this ye  
In ad  
speaker  
Globe-I  
tion of  
Holgar  
of Life  
Berry,  
Ther  
Edward  
ance E  
Gener  
man, I  
Parker  
O'Donn  
ticket;

N.F.P.  
on Pu

A co  
been fo  
pacity  
promot  
Fire P  
L. V  
Safety  
of Shel  
New Y  
tee. O  
bee, pr  
Boston  
Ayer &  
Emory  
Los A  
the nav  
District  
Magnu  
sociate  
Rider,  
Cuyler  
New Y  
III, a  
Wright  
Withe  
ity dep

Start  
MIN  
has beg  
and thi  
start. T  
hail w  
West  
sociatio  
ern Ag  
and fou  
big year  
The  
took pa  
Allbert  
"Hail  
Nearho  
Policy  
Americ  
ity"; W  
Crop I  
Rain &  
Loss A

New  
Unit  
of a n  
Ala., v  
E. H.  
dent.  
ing fir  
trial d  
automa  
Home  
Caldw  
Walt  
City an



## Pittsburghers to Fete Their Two Famed Thomases

Two prominent Pittsburgh insurance executives—John M. Thomas, president National Union Fire and president National Board, and W. Ray Thomas, president of Logue Brothers Co., and president National Association of Insurance Agents, will be tendered an all industry testimonial dinner by the Insurance Club of Pittsburgh with the co-operation of all other local insurance groups, the evening of May 5.

The Insurance Club found it necessary to forego its usual Insurance Day this year.

In addition to the guests of honor, the speakers will include: Kenneth Spencer, Globe-Royal-Eagle, president Association of Casualty & Surety Executives; Holgar J. Johnson, president Institute of Life Insurance, and J. Raymond Berry, general counsel National Board.

There is a tentative acceptance from Edward L. Williams, president Insurance Executives Association.

General chairman is Charles H. Bokman, New Amsterdam Casualty; Jet Parker is chairman of publicity; J. J. O'Donnell, dinner; Wm. J. Schofield, ticket; and E. A. Logue, entertainment.

## N.F.P.A. Forms Committee on Public Relations

A committee on public relations has been formed to serve in an advisory capacity on public relations, publicity and promotional activities for the National Fire Protection Association.

L. W. Hutchins, director of the Safety Research Institute and president of Sheldon, Morse, Hutchins & Easton, New York, is chairman of the committee. Other members are: Harold Bugbee, president Walter B. Snow & Staff, Boston; B. P. Caldwell, Jr., N. W. Ayer & Son, Chicago; Lt. Orville J. Emory, public relations director of the Los Angeles fire department, now in the navy; Raymond K. Hyde, American District Telegraph Co.; Harold E. Magnuson, director of publications, Associated Factory Mutuals; Sumner Rider, Rider & Keister, New York; Cuyler Stevens, Newell-Emmett Co., New York; Capt. George H. Tryon, III, air technical service command, Wright Field, Dayton, and Stanley F. Withe, manager advertising and publicity department, Aetna Life companies.

## Start Hail Campaign in Minn.

MINNEAPOLIS—Planting already has begun in some parts of Minnesota and this has given hail writing an early start. The past week hail field men of hail writing companies attended the West Central Agents Regional Association of Montevideo and the Southern Agents Regional at Worthington and found the agents all set for another big year.

The company men who attended and took part in the discussions were E. R. Allbert, America Fore, who talked on "Hail Rates and Experience"; J. N. Nearhood, St. Paul F. & M., on "The Policy Contract"; Clarence Orr, Great American, "The Agent's Responsibility"; Walter J. Cassidy, Home, "Federal Crop Insurance," and George Hansen, Rain & Hail Insurance Bureau, "Hail Loss Adjustments."

## New Alabama Insurer

United States Home Fire is the name of a new insurer formed at Anniston, Ala., with paid in capital of \$126,000. E. H. Coleman, local agent, is president. The company began Feb. 1 writing fire lines and will develop an industrial debit business. All business is automatically reinsured in Georgia Home Fire of the Home group.

## Caldwell Named Liaison Officer

Walter Kidde & Co. of New York City and Belleville, N. J., manufactur-

ers of approved fire control equipment, have appointed John J. Caldwell as insurance relations engineer. Formerly he was with Underwriters Laboratories, Factory Insurance Association, Century Indemnity and Standard Surety & Casualty. He will keep in close touch with insurance requirements and developments and serve as liaison officer between Kidde Company and the insurance field.

## Rosebrock Vice-President

Charles Rosebrock has been elected vice-president of Universal. He has been associated with the Talbot, Bird

companies since 1912 and for many years has been the hull underwriter.

## New Ind. License Clerk

William Kleinhelter has been appointed license clerk in the Indiana insurance department, succeeding Oakley Allen.

T. W. Spreckman, fire underwriter in the Chicago office of North America, was honored by associates there on his 40th anniversary with the company, which he joined when he was 14. He started with Philadelphia Underwriters at Erie, Pa., then the location of the

western department. He went to Chicago in 1917. For 11 years he was state agent of Philadelphia F. & M. in Indiana.

Lt. Robert K. Hess of the army, son of H. M. Hess, manager of the New York Fire Insurance Exchange, and Miss Maurine Van Meter of New York, were married there.

At the annual insurance meeting of the Rotary Club of Caro, Mich., the speaker was C. A. Dobbins, special agent of National Fire, who talked on property insurance for the business man.



Getting to know your local bankers and their insurance needs will pay your agency big dividends. Bankers are the controlling factor in the selecting and placing of twenty times the premium volume of the average commercial assured, and a hundred times the premiums of the average personal assured. About one man in two thousand is a banker, and yet it has been reliably estimated that bankers originate almost one-sixth of all fire insurance.

Their interest in insurance lies in six categories:

1. Insurance on their own buildings, furnishings and fixtures.
2. Insurance on other owned or managed property.
3. Insurance on trustee property.
4. Insurance on personal property on which they make installment loans—automobiles, for example.
5. Insurance on mortgaged real property.
6. Insurance on businesses to which they make commercial loans.

This month the Security Insurance Companies are suggesting to their agents a program which will help them get acquainted with bankers and their insurance needs. This material is valuable in serving and selling in this important market.



## Security Insurance Companies

SECURITY INSURANCE COMPANY OF NEW HAVEN  
THE EAST & WEST INSURANCE COMPANY OF NEW HAVEN  
NEW HAVEN UNDERWRITERS  
THE CONNECTICUT INDEMNITY COMPANY  
1841 — SECURITY, THE NATION'S WATCHWORD — 1945





## MARINE INSURANCE Available thru RELIABLE

FOR

### Fine Arts

**A**N easy way for you to make additional money in 1945. No agent need be an expert to insure paintings, etchings, pictures, tapestries, valuable rugs, statuary, marbles, bronzes, antique furniture, rare books, antique silver, manuscripts, porcelains, rare glass and bric-a-brac, in the Marine Department of the Reliable Fire Insurance Company.

In your town there are many pieces of fine art, which can be insured under our fine arts policy.

We are prepared to assist you in writing this class of business, and will appreciate any inquiry you might wish to make. Look around for these FINE ARTS prospects now and write us today.

Write E. J. Weiss, President  
John W. Kramer, Secretary  
C. R. Dobbins, Assistant  
Secretary



**RELIABLE**  
FIRE INSURANCE CO.  
Dayton, Ohio

An Independent Ohio Company

## NEWS OF FIELD MEN

### Wisconsin F.U.A. to Elect June 26

MILWAUKEE—The annual meeting this year of the Wisconsin Fire Underwriters Association will be held June 26 at the Ozaukee Country Club, it was decided at the quarterly meeting here Monday. It is expected that the Wisconsin Insurance Club will again hold its annual meeting separately but at the same time and place. The Wisconsin Blue Goose usually holds its annual meeting on the eve of the field clubs' events.

The legislative committee of the Fire Underwriters Association reported on the program of insurance legislation in Wisconsin and developments on bills of particular interest to field men. Urban Krier, since March 1 executive secretary of the Wisconsin Association of Insurance Agents, formerly district supervisor of U. S. F. & G. in Wisconsin and upper Michigan, explained the program of expanded activities of the agents' group and requested the cooperation of the field men. He expressed appreciation for the help already given, especially to a number of field men who have helped to bring new members into the association from several Wisconsin cities.

### National Fire Transfers J. A. MacLean to Kansas

John A. MacLean has been appointed state agent in Kansas for National Fire to be associated with State Agent Frank A. Scott. He is transferred from Michigan to fill the vacancy created by the resignation of Special Agent H. R. Joyce. Mr. MacLean joined National Fire in 1925 as an examiner in the western department, in 1929 was transferred to Indiana as farm special agent, and in 1937 was moved to Michigan where he handled a large territory for all departments of the company.

### Kerrigan Fire Association California State Agent

John Tait, for seven years state agent of Fire Association at Sacramento, Cal., has resigned to join the Jones, Brand & Hullin agency there. Before joining Fire Association, he was with the Pacific Board.

Earle B. Kerrigan succeeds Mr. Tait. He has been with Fire Companies Adjustment Bureau at Sacramento 2½ years. He started in the claims department of Royal in 1921, later spent several years with Commercial Union as assistant claims superintendent and returned to Royal in 1928 as assistant general adjuster. Before joining Fire Companies Adjustment Bureau, he was with the Jefferson Adjusting Bureau of Los Angeles as manager in San Diego.

### Father and Son Dinner

PITTSBURGH—The Smoke & Cinder Club held a father and son meeting that was attended by about 25 youngsters accompanied by their fathers in addition to other members. The entertainment was provided by C. B. Metheny, manager of Fidelity Mutual Life, who is an amateur magician.

### Hear Feuerstein, Brooks

At a meeting of the New Jersey Special Agents Association in Newark Monday, Harold Feuerstein, Newark attorney, talked on the agents qualification law of New Jersey.

Herbert L. Brooks, president New Jersey Association of Insurance Agents, told the field men how they could assist in the educational program of the state association.

### Howarth to Camden Post in Michigan

Thomas J. Howarth has been appointed state agent in Michigan for Camden Fire, succeeding J. Frank Bohrer, who died in January. Mr. Howarth lately has been special agent in Camden county for that company and has been with Camden Fire 10 years.

Succeeding Mr. Howarth in Camden county is Charles A. Creeley. Albert J. Bordeau, assistant manager of the Camden local department, has been named manager of the department.

### Arkansas SWIS Completes All Original Inspections

LITTLE ROCK—State Fire Marshal Lee H. Baker, director of the State War Inspection Service, received a telegram from Col. B. F. Marshall, industrial protection officer, 8th service command area, congratulating the Arkansas SWIS on being the first in the region to complete all inspections on the assigned state essential facility list. Except for the addition of new assignments, Arkansas SWIS will be concerned primarily with re-inspections henceforth, Mr. Baker said.

Mr. Baker praised the efforts of Arkansas field men and the Arkansas Association of Insurance Agents who have cooperated in the program. All of the inspection work is done by 11 inspectors, he said. They are C. A. Stephenson, Arkansas Fire Prevention Bureau; C. C. Collie, L. B. Leigh & Co.; M. M. Craven and Leavell Smith, Loyalty group; Victor J. Gustitus, Royal-Liverpool; George W. Hawbecker, Fidelity & Guaranty Fire; S. R. Jackman and C. S. Smalley, Arkansas Fire Prevention Bureau; Clyde B. Marshall, Phoenix of Hartford, and Arthur L. Parker and Edgar H. Thomas, America Fore.

Henry A. Ritgerod, manager Arkansas Association of Insurance Agents, is the assistant director of the program. His office handles administrative details, including assignment of inspections, clearance of reports through the evaluation board and liaison between SWIS and the 8th service command.

### La. Initiation in Shreveport

The Louisiana Blue Goose will hold a meeting in Shreveport April 19. Several ganders will be obligated by the Shreveport puddle.

### Field Outings War Casualty

It is not likely that field organizations in the middlewest will have their regular annual meetings combined with outing at a resort hotel this year. The Western Underwriters Association has notified the field men that they should hold their annual meetings at the main field headquarters city.

### Ohio Speakers' Meeting

At the meeting of the Ohio Stock Fire Insurance Speakers Association in Columbus April 9, speakers will be Theodore Jenney, Ohio Bell Telephone Co.; E. P. Gustafson, Globe & Rutgers, and Robert D. Hill, Home. H. N. Coldwell, Security of New York, will be chairman.

### Heart of America Meeting

At the luncheon meeting of the Heart of America Blue Goose in Kansas City April 2, Francis P. O'Malley, director in the Kansas City area for war relocation authority, spoke on the work the government is doing in finding jobs for American-born Japanese who were evacuated from their homes on the Pacific Coast.

In the absence of Alex Young, most loyal gander, who is in Florida, Walter

Scott, Jr., Home, presided. Mr. Scott announced there would be an initiation of 14 candidates April 30. Among the guests were Kenneth Ogilvie, Norwich Union, Chicago; Carl E. Smith, Kansas special agent of Royal Exchange, and Gurn Price, newly appointed state agent of Boston and Old Colony for Kansas and Missouri.

### Honor Two Minn. Field Men

MINNEAPOLIS—Two well-known Minnesota field men will be honored by the Blue Goose in April. A stag farewell party for Fred Dorman of Crum & Forster will be given here April 9 with Thomas G. Linnell as master of ceremonies. Mr. Dorman is leaving Minneapolis to go to the western department at Freeport. At the regular Blue Goose luncheon W. H. Unger will be special guest of honor in recognition of his completion of 25 years with Royal.

### Round Table on Inland Marine

SALT LAKE CITY—The Inland Fire Underwriters Association, held a round table discussion of inland marine business, including the changes in rates and rules, as applied to furs and jewelry coverage effective

## "THE PROOF OF THE PUDDING IS IN THE EATING"

No one will dispute this well-known fact.

THE PROOF OF A  
GOOD INSURANCE  
COMPANY  
IS ITS AGENCY  
REPRESENTATION  
AND  
LOSS-PAYING  
RECORD.

Agents PREFER the  
SECURITY FIRE  
INSURANCE COMPANY  
because of its friendly  
attitude and its  
established claim  
record.

SECURITY  
FIRE INSURANCE COMPANY  
"That Friendly Company"  
DAVENPORT IOWA

**FACTUAL APPRAISALS**

Impartial Valuations  
of Industrial and  
Commercial Property . . .  
35 years of factual appraisal  
service to America's more  
conservative business  
institutions.

**The Lloyd-Thomas Co.**

RECOGNIZED AUTHORITIES ON PHYSICAL VALUES  
APPRAISAL ENGINEERS  
4411 S. RAVENSWOOD AVE., CHICAGO

Dec. 1,  
sonal p  
The f  
viewed  
ence to  
8-14.  
100%  
of hom  
partme  
local a  
aldson,  
ser am  
spoke

Califor

LOS  
Blue G  
bers an  
ture, "Clark

Many  
for S

NEW  
spell h  
tional  
eastern  
ocean-  
the we  
their s  
since t  
ers to  
in mar  
of the  
Win  
ferred  
ment l  
March  
them l  
was so  
Januar  
same s  
showed  
creasin  
owners  
iting t

Chur  
with

RIC  
Laugh  
ing p  
vania  
to be  
been  
Virgin  
it has  
to be  
corpor  
Com  
license  
leged  
church  
of Ric  
without

Stran  
Freig

CO  
are m  
out of  
on the  
three  
thousa  
wreck  
which  
wareh  
Stores  
loss t  
there  
care o  
of ext

Repor

Flor  
mutual  
windst  
proper  
\$568,81  
to the  
Illinois  
month  
curred  
That  
Colora  
the exp  
J. C.  
officer.  
Flor

Scott  
Initiation  
ong the  
Norwich  
Kansas  
ge, and  
e agent  
Kansas

known  
ored by  
g fare-  
Crum &  
9 with  
of cere-  
Minnea-  
ment at  
Goose  
special  
of his  
val.

ne  
Inter-  
Associa-  
tion of  
ng the  
plied to  
effective

F  
S  
his

NY  
A

LS

praisal  
more  
business

es  
o

Dec. 1, and the rate reduction on personal property floaters as of Feb. 15. The fire prevention committee reviewed its activities with special reference to "Home Safety Week," April 8-14. The field men are cooperating 100% in distribution of 30,000 copies of home inspection blanks to fire departments throughout Utah, assisted by local agents. A. R. Busch, Roy Donaldson, W. M. Anderson, L. W. Keyser and Secretary C. W. Lundquist spoke briefly.

#### California Pond Dinner

LOS ANGELES—The California Blue Goose will hold a dinner for members and their wives, April 6. The picture, "Combat America," with Maj. Clark Gable as narrator, will be shown.

#### Many New Claims Filed for Sept. 14. Storm Damage

NEW YORK—The recent warm spell has brought in a number of additional claims based on the Sept. 14 eastern seaboard hurricane, as many ocean-front cottage owners have found the weather sufficiently pleasant to visit their summer places for the first time since the storm. Special trips by owners to inspect for possible damage have in many cases been impossible because of the shortage of gasoline.

Windstorm claims which were referred to the Fire Companies Adjustment Bureau eastern department during March were nearly 600, the bulk of them being from the Sept. 14 blow. This was somewhat below the February and January number of claims from the same source but the last part of March showed a bulge, which indicates an increasing number of claims as cottage owners discover storm damage on visiting their properties.

#### Church Broker Tangles with Va. Authorities

RICHMOND—Edward F. C. McLaughlin & Co. of Jersey City, operating primarily in New York, Pennsylvania and Illinois, although it is said to be licensed in four other states, has been denied license to do business in Virginia as a non-resident broker, but it has appealed and the hearing is slated to be held April 10 before the state corporation commission.

Commissioner Bowles in denying license gave as his reason that the alleged brokerage of a binder on certain church property in the Catholic diocese of Richmond constituted doing business without a license.

#### Strange E. C. Loss Follows Freight Train Derailment

COLUMBUS—Ohio insurance men are much interested in claims growing out of the derailment of a freight train on the C. & O. Railroad here, in which three trainmen lost their lives. Twenty thousand gallons of water from the wrecked tender, together with coal, which it shoved before it, flooded the warehouse basement of the Big Bear Stores, causing an estimated \$30,000 loss to the \$75,000 stock. Although there was no fire, the insurance is taken care of in the vehicle damage provision of extended coverage.

#### Report on Greenhouse Insurer

Florists Hail of Edwardsville, Ill., a mutual company that furnishes hail and windstorm insurance on greenhouse properties, at Nov. 30, 1944, had assets \$568,817 and surplus \$486,626, according to the report of an examination by the Illinois department. During the first 11 months of 1944, the ratio of losses incurred to premiums earned was 104.35. That was due to severe hail losses in Colorado. However, in previous years the experience has been favorable.

J. C. Wetzel is the principal operating officer.

Florists Hail is licensed in Illinois

and New Jersey and writes business by mail in 43 states and five Canadian provinces. It issues a valued form participating and non-assessable contract for a continuous period. The amount of insurance afforded is for the total aggregate losses incurred during the term of the policy and not the amount payable on each loss. Whenever a loss is incurred, an additional premium is charged to restore the sum insured to the same status as previous to the loss. The company is divided into four zones

for rating purposes.

Since its present rate structure was established in 1930, Florists Hail has returned dividends to policyholders of from 25 to 50%. Its largest net retention is \$50,000. It reinsures larger risks on a specific basis and it carries a stop loss contract covering the aggregate ultimate net loss in any calendar year in excess of either \$150,000 or 100%, whichever is greater with the reinsurer's limit being \$250,000.

All direct business is acquired by mail

without acquisition cost.

Premiums earned for the first 11 months of 1944 were \$116,483 and losses incurred \$121,551. Dividends paid were \$29,923.

The Insurance Women of Milwaukee elected Hilda Rogers of Dick & Reuteman Co., secretary of the Wisconsin Association of Insurance Agents, as president to succeed Joanna Surges, Home. Eleanor Massman is vice-president; Evelyn Berninger and Loretta Koch, secretaries; Christine Sachs, treasurer.



*Like the Mighty Oak —  
which from an Acorn grew,  
LOYAL CLIENTS from  
PLEASED CUSTOMERS  
will grow too!*

Good insurance accounts, the aim of every enterprising agent, usually spring from a more modest but all important beginning—an Order.

Viewed in this light each new order you receive holds the opportunity for development into an account. Not all orders will reach account stature comparable with the Mighty Oak, but by resolving to nurture the development of each one to its fullest, through painstaking and efficient handling of the insured's protection needs, you will be surely cultivating a successful insurance career.

Our fullest cooperation is pledged to our agents in their business building efforts. Friendly claim adjustment, Prompt loss payment, Engineering inspection, Safety program service, Advertising literature and Insurance Surveys are valuable sales aids provided under our agency contracts. Investigate and be convinced.

#### Commercial Union Assurance Company Limited

#### The Ocean Accident and Guarantee Corporation, Limited

American Central Insurance Co • Union Assurance Society Ltd.

Columbia Casualty Co • The British General Insurance Co. Ltd.

The California Insurance Co • The Palatine Insurance Co. Ltd.

The Commercial Union Fire Insurance Co. of N. Y.



HEAD OFFICES • ONE PARK AVENUE • NEW YORK 16, N. Y.

Members of the

*Commercial Union — Ocean Accident Group*





## ARE YOU On the Fence?

Perhaps right now, as you read this, you are facing important decisions . . . changes in your agency . . . or the problem of writing a new and unusual risk.

Call in a "St. Paul" field man.

You'll find him a friendly fellow . . . a man you'll thoroughly enjoy knowing. Most important, you'll appreciate his understanding of your problems and his ability to help you solve them quickly.

An affiliation with the "St. Paul" Group affords much more than prestige . . . it affords an exceedingly pleasant and profitable business association with Companies that are recognized leaders in streamlined coverages and well known for their financial stability and prompt payment of just claims.

*Saint Paul*  
**INDEMNITY COMPANY**  
ST. PAUL, MINN.

*Saint Paul*  
**FIRE AND MARINE  
INSURANCE COMPANY**  
ST. PAUL, MINN.

*Mercury*  
**Insurance Company**  
ST. PAUL, MINN.

# FRANK BURNS COMPANY

Complete  
Reinsurance  
Service

## FIRE & CASUALTY

## Significance in Railroad Decision

(CONTINUED FROM PAGE 5)

tion is freed from the unlawful restraints of the alleged conspiracy, the rates of the future will then be fixed in the manner envisioned by Congress when it enacted this legislation. Damages must be presumed to flow from a conspiracy to manipulate rates within that zone.

The reasoning by which the majority opinion attempts to draw a distinction between injury produced by "conspiracy" as distinguished from that due to unreasonable or discriminatory rates comes under heavy attack in Justice Stone's dissent. On this point he states:

"Georgia is threatened with injury only as the alleged conspiracy will result in the defendant's charging freight rates other than those which would exist in the absence of the conspiracy. That is, Georgia is not injured unless other rates than those now in force would be charged if the alleged conspiracy were to cease. While threatened damage in that sense could be assumed in a free competitive market, freight rates are not, under the interstate commerce act, arrived at by the processes of free competition. The requirements of the act are, as we will see, that the rates be just and reasonable and that they accord with the national transportation policy; the determination in the first instance, whether the rates conform to those standards is left by Congress to the interstate commerce commission, not to the courts. And unless Georgia can show that the present rates are unlawful, or that some other rate structure, which could be substituted for that now in force, would be just and reasonable, which Georgia cannot do without prior resort to the commission, it cannot show that any other structure could lawfully exist or that any injury to it is threatened by the conspiracy."

### Must Be Proven

As to the "zone of reasonableness" referred to in the majority opinion Justice Stone states that until the commission acts, no court can say that the rates are not lawful and reasonable or that they are not within the lowest range of the zone of reasonableness. Nor can either one be assumed but the burden of proof is on the state of Georgia to show that it is injured by the acts of which it complains. If the present rates are at the lowest point of reasonableness, as they well may be, Georgia is not injured for in that event no lower rates could be lawfully enforced by the commission or the court.

Quoting the Keogh case to the effect that "a rate is not necessarily illegal because it is the result of a conspiracy in restraint of trade in violation of the anti-trust act," Justice Stone states that what rates are legal is determined by the interstate commerce act and not by the anti-trust laws, hence it follows in the Georgia case that the suit can be maintained only by showing that the alleged conspiracy has resulted or will result in unlawful rates or that without the conspiracy, lawful rates other than those now in force would prevail. These determinations can be made only by the I.C.C. and must be made by it before the Supreme Court can take any judicial action based upon such determinations.

The final passage of Justice Stone's dissent has an ominous sound not only for the railroads but for insurance rates:

"If Georgia may prosecute the present suit, every shipper or consignee of freight who asserts injury by a conspiracy respecting railroad rates in violation of the anti-trust laws, may maintain a like suit in a district court. The prosecution of such suits cannot but fail to bring chaos into the field of interstate rate-making. The entry of decrees for the plaintiffs could only mean the breakdown of the unified system of fixing rates by commission action, which Congress has ordained by the interstate commerce act. It was the purpose of

section 16 of the Clayton act to preclude such a breakdown. Its purpose can and should be effected by the refusal of this court to entertain the proposed suit."

## Action on Premium Tax Measures Is Presented

(CONTINUED FROM PAGE 7)

ney-general in his defense of the state insurance department in the suits brought against it to enjoin the collection of the tax. Superintendent Dressel urged passage of the bill, saying that it was necessary to safeguard the state's tax income. Opponents pointed out that the U. S. Supreme Court decision was rendered by a split court and that the ruling really is not decisive.

### PROTEST INDIANA PAYMENTS

INDIANAPOLIS—Only a few of the smaller accounts on premium tax collections remain unpaid, according to the Indiana insurance department. A number of companies, however, paid under protest and the legality of the payment will likely have to be determined through court trial. As this is a tax collection issue, the insurance commissioner will not be named as a party to the suit, but the state treasurer will have to represent the state.

### INJUNCTION IN MICHIGAN

LANSING, MICH.—Judge Carr of Ingham county circuit court has granted a temporary injunction to Prudential, pending test of the legality of the Michigan premium tax law. The court order was conditioned on the company's deposit with the state treasurer, on an escrow basis, of more than \$470,000 in taxes owed under the law, plus agents' license fees, to be held pending outcome of the suit so that the state's rights would be fully protected. The injunction prevents any suspension of the company's license or interference with its business because it has not freely paid the tax.

Similar action was agreed upon in connection with a new, separate suit filed by Massachusetts Mutual Life, which is represented, like the Prudential, by the Detroit law firm of Dickson, Wright, Davis, McKean & Cudlip. Pacific Mutual Life is an intervenor in Prudential's suit.

Judge Carr gave the state 15 days in which to file an answer. The suits are based on the contention that the Michigan tax law is unconstitutional under the insurance-is-commerce decision.

The Michigan senate insurance committee has reported the bill which removes any legal liability of officers of insurance companies for tax payments made the state under statutes subsequently found invalid.

### ISSUE CONSIDERED IN NEB.

Although expressing the belief that the Nebraska premium tax law with its discrimination between domestic and foreign insurers, can be sustained in court, Insurance Director Fraizer of Nebraska in a letter to the governor said the subject is so important and the legislature

## CHASE CONOVER & CO.

Auditors & Accountants

135 So. La Salle Street  
Chicago

Telephone Franklin 3868

Boiler and Rotating Equipment Inspector, wanted by Procter & Gamble Company. Must be experienced in operating or maintenance of boilers and rotating equipment. Willing to travel sixty percent of time visiting factories and mills. State age, education, experience and salary expected. Address Employment Department, Procter & Gamble Company, M. A. & R. Building, Ivorydale 17, Ohio.



to pre-  
purpose  
the re-  
the pro-

should study the matter and assume a part of the responsibility for making the decision.

The governor has referred Mr. Fraizer's letter to the legislative leaders. If the legislature decides that the tax equalization measure should be passed, he said the department will assist in drafting a bill. Mr. Fraizer remarked that many authorities believe that if the present law should not be sustained, any revenue temporarily lost could be recaptured by subsequent legislation.

He mentioned that some states have enacted laws to relieve directors from personal liability by reason of paying taxes which might later be successfully opposed in the courts. Mr. Fraizer voiced the opinion that the fear on the part of directors as to any possible personal liability is not justified but if the legislature feels that such legislation should be introduced, the department will assist.

Prudential, he said, is the only company so far that has actually filed court action to test the Nebraska laws but about six other companies have indicated an intention to go to court. Most of the foreign insurers paid their 1944 taxes in the usual manner and without controversy. A few, however, stated they were paying despite the fact they believed that the law could be knocked out in court.

One of the largest life companies had notified the department of its intention to go to court but later it announced that it was withdrawing from a contest. This illustrates the uncertainty in the minds

of company attorneys and officers, he said. There is similar uncertainty on the part of supervising officials. Two or three states hastily enacted tax equalization legislation. Others started to do so and then abandoned the idea.

Nebraska, he said, is traditionally committed to the theory and practice of taxing foreign insurers at higher rates than domestic companies.

As to rate regulation, he said, with minor exceptions Nebraska does not have regulation of premium rate. It is an open state with an anti-compact law that prohibits agreements to fix and maintain rates. Competition is open and keen.

Many authorities believe that Congress has expressed an intention that either the states or the federal government shall regulate rates and that the open states should be invited to set up rating bureaus, failing which the federal authorities might do so.

Other authorities believe that since the Sherman act is intended as the means of maintaining free competition and since Nebraska has its own anti-compact act with apparent free competition there is no need for enactment of rating legislation there.

In several states rate bills have been introduced but not yet enacted. Some states intend to postpone action until later sessions. If the legislature desires the department will assist in presenting a bill. However, the legislature may feel there is adequate time to establish rate regulation for the 1947 session, and in that event the legislative council might be asked to study the subject.

panies local tax credits toward their state tax based on a sliding scale.

## L.A.C. Starts Interchange of New "Ad" Material

A new service to members of the Insurance Advertising Conference is announced in the current I.A.C. Bulletin. An interchange of newly created publications and direct mail pieces is promised and a packet of four is included as samples of the type of material wanted.

"If you are proud of your wartime advertising, you'll want to share it with your conferees," says the bulletin. The enclosures are: "Fire Insurance Facts and Trends," published by the National Board; "When Valuable Papers Have No Values," a leaflet of Indemnity of North America; "It's Amazing," a leaflet of Globe Indemnity; "Your Insurance Agent is a Good Man to Know," a condensed annual report of Ohio Farmers.

## SEC Security Transactions

According to the official summary of security transactions and holdings reported to the SEC for the period Feb. 11-March 10, John R. Barry sold 5,200 shares of Corroon & Reynolds Corp., \$1 par common, his holdings at the end of the period being 2,300 shares; John A. Campbell sold 900 shares, his remaining total being 5,600 shares; Richard A.

Corroon sold 5,000 shares, his holdings being 339,239; William H. Harding sold 200 shares, his remaining holdings being 300; Edward S. Inglis sold 1,000 shares and has 4,000; Elmer J. Macleod bought 14 shares of New Amsterdam Casualty, increasing his holdings to 436 shares; Preston Hotchkiss bought nine shares of Pacific Indemnity, his holdings now amounting to 867; Philip F. Lee bought one share of U. S. F. & G., increasing his holdings to 145, and John D. Williams bought five shares increasing his holdings to 57.

## Va. Officers Relief Bill Signed

RICHMOND—Governor Darden has signed the bill authorizing domestic companies to comply with tax and license laws of other states and relieving directors, trustees, officers and employees of personal liability for such action.

## Taylor with Southern "Co-Op"

Leland T. Taylor, formerly secretary of Farm Bureau Mutual Fire and Farm Bureau Life, Columbus, O., who with several others resigned a few weeks ago, has become associated with Southern States Cooperative, Richmond, Va., which operates in Delaware, Maryland, Virginia, West Virginia and Kentucky.

## Property Facts Are Basic

The starting point for sound solution of problems of Income Taxation, Reconversion, Accounting, Insurance and Finance is an accurate knowledge and record of Property Facts.

**The AMERICAN APPRAISAL Company**

VALUATIONS • PROPERTY RECORDS  
DEPRECIATION STUDIES

## TAX SHIELD LAW IN NEV.

The only bill passed relative to insurance at the recent session of the Nevada legislature was one regarding the liability of officers and directors of insurance companies in payment of state premium taxes.

## PRUDENTIAL SUES IN S. C.

Prudential has filed a suit in the South Carolina supreme court challenging the validity of the 3% premium tax on foreign insurers. It charges that the state may not impose this levy on interstate commerce and that it is discriminatory as applying only to foreign companies.

## MAINE TAX IS EQUALIZED

AUGUSTA, ME. — Governor Hildreth appeared personally before the legislature and called for passage of the bill to tax domestic insurance companies on the same 2% basis as companies of other states, and the measure was enacted by both houses and signed by the governor about two hours after it reached the floor of the house. The governor's action was brought about by the prospect of the state losing over \$750,000 annually through possible supreme court action against discrimination.

He said the attorney general and other counsel had advised him the present tax differential probably would be considered by the courts to be discriminatory and would invalidate the present law. The old law taxed domestic companies 1%, or about \$15,000, of premiums written and companies of other states 2%, or \$782,000.

## N. J. MEASURE IS PASSED

The Reiffin-Barton measure, revised to provide a seven year period of diminishing tax payments by Prudential and Mutual Benefit Life, has been passed by both houses in the New Jersey legislature and now goes to Gov. Edge.

The measure changes the tax schedule not only for Prudential and Mutual Benefit, but for all insurance companies doing business in New Jersey. The sections on life insurance company taxes embody a compromise agreement worked out last week by the city of Newark.

Instead of the 70% tax rate reduction over a period extending through 1952 the measure grants domestic life com-



## Highlights in Insurance History

Back in 215 B.C., the Roman Empire had a problem similar to some we have today—the speedy delivery of food, clothing and wages to their soldiers and their allies fighting under Scipio in Spain. Three trading companies agreed to take the risk provided the State would bear any losses arising from storms or enemies' attacks. This early form of insurance made the war deliveries possible.

Today, insurance in all its modern forms stands back of the production and delivery of the supplies needed by our armies in foreign countries. The NATIONAL UNION and BIRMINGHAM FIRE INSURANCE COMPANIES, during war or peace, offer "the last word" in modern, well tested insurance protection.

**National Union and Birmingham**

**FIRE INSURANCE COMPANIES**

PITTSBURGH PENNSYLVANIA



**Approved For Plant Protection**

**JUSTRITE**

**OILY WASTE CANS**  
The safety container for oily waste, rags and other flammable material.

**SAFETY CANS**  
For storing and handling explosive or flammable liquids with safety.

Approved by Underwriters' Lab., Inc., and Associated Factory Mutual Fire Ins. Cos.

**JUSTRITE MANUFACTURING COMPANY**  
2067 N. Southport Ave., Chicago, Ill.

CO.

Sheet

58

Inspector.  
my. Must  
enance of  
Willing to  
factories  
experience  
employment  
my, M. A.

## EDITORIAL COMMENT

### Excellent Price of Work

A wise and businesslike way to handle insurance of a character that is looked upon as extra hazardous is found in what the Farm Underwriters Association did in connection with turkeys in the northwest. Turkey insurance was going begging. Here is a large industry in this section. This was especially true with the big turkey raisers on the range. They had thousands of fowls that were being fitted for Thanksgiving and Christmas. It was necessary to spend large amounts for food. The banks were called upon to furnish money to feed people and the farmers. For a time it appeared that nothing would be done about insuring turkeys. There was a loud clamor for proper protection. Now and then a mutual company took it up but the large stock companies fought shy. Local agents insisted that something be done.

Finally the Farm Underwriters Association made a survey of the situation, got all the material possible and worked out a plan that will give the turkey people full protection. It is true, of course, that rates are increased from Oct. 20 each year until Dec. 31, that being the period of storms of all kinds which cre-

ate the tremendous hazard. However, in the application it is brought out that prevention methods can be put into effect that would protect the fowls. The policy contract is modified to some extent.

Here is a case where the insurance people realize there is a responsibility resting upon them. If they could not offer protection then naturally the government would have a complete right to step in with its own scheme. Too often the leaders are prone to take it for granted that certain classes of insurance cannot be offered unless at a prohibitive rate.

In this case everyone now is satisfied. Turkey owners, banks, local agents and the companies realize that an important job has been done in a businesslike way. Thousands of dollars of premiums are thus saved for the agents and companies. It is taking in hand cases like this and working them out scientifically and correctly that will create friends for insurance. Great lines of business should be protected. It is up to the experts to work out the plan for so doing. Insurance must meet these demands or fall back in the procession.

### A Warning from the Past

In the course of cleaning out its files, the Albany office of the New York department came across a letter which may well be read as a reminder and warning of the sort of federal regulatory proposals that may lie ahead. It is a copy of letter written in 1892 by the superintendent, James F. Pierce, replying to a request from the former "Insurance Times" for the views of Mr. Pierce and the governor on a bill recently introduced in Congress by Rep. Pattison of Ohio. Said Superintendent Pierce in his reply:

"I have not seen a copy of the bill in question, but understand its purpose is to establish a National Bureau for the supervision of the business of insurance in the United States by the general government. I should be most happy to comply with your request and furnish you with my opinion in connection with this question, but, as you say, the opinion of the Supreme Court of the United States having already been given upon this point and settled in the decision in the case of Paul vs. Virginia, I naturally feel very much disinclined to ventilate my humble views upon a question already passed upon and settled by the United States Supreme Court. If it has

decided that insurance was not commerce within the meaning of the federal constitution, I can not see how Congress can make it so. I, therefore, have very little apprehension concerning the so-called Pattison bill now in the lower house, as the bill seems to contemplate the enactment of a clearly unconstitutional measure."

In the light of the S.E.U.A. decision of some 50 years later, Mr. Pierce's letter exudes a confidence that is almost pathetic, like a man stepping briskly along, unaware of the banana peel on which he is about to tread. Yet Mr. Pierce was eminently right and his views needed no altering for more than half a century.

The jolting contrast between Mr. Pierce's expressed views and what they would have to be today should warn insurance men against excluding any conceivable future possibility from their calculations. In this connection it is pertinent to mention the recent statement of Rep. Hatton Summers on the federal insurance act, in which he stresses the need of keeping control over insurance in the states' hands rather than turning the job over to the national government. The danger of looking to

Washington for everything is also emphasized in "The Road to Serfdom," which is condensed to form the leading article of the current "Reader's Digest." If the time ever comes when it seems

easier to give up and turn insurance supervision over to federal government, insurance men will be under a heavy obligation to take more than mere convenience into account.

## PERSONAL SIDE OF THE BUSINESS

The Chicago "Tribune," which runs sketches of Americans on the battle fields done by Artist Gary Sheahan, the other day ran a sketch of Sgt. Tom Parkinson, an operation sergeant in the 80th division. He is a son of Nellis P. Parkinson, acting insurance director of Illinois.

Sherwood D. Andrus, head of the Andrus & Palmer local agency of Detroit and one of the oldest actively operating men in the production ranks in the country, will observe his 90th birthday Thursday.

Mr. Andrus was born at Watertown, N. Y. He attended Hope College at Holland, Mich., and in 1872 went with the Old Black River Insurance Co. afterwards known as Northern of New York, with headquarters at Watertown. In 1878 he engaged in the wholesale grocery business at Chicago and the next year went to Leadville, Col., to engage in the fancy grocery business. He later became interested in silver mining and then in 1883 returned to Chicago in the wholesale dry goods business.

In 1884 he reentered the insurance business becoming special agent for Sun in Illinois. In 1886 he went with Mississippi Valley and Northwestern Mutual Fire of Rock Island, Ill., and the next year became special agent for Norwich Union in Illinois and Indiana. He served three terms as secretary of the old Illinois State Board. In 1890 he went with National Fire as an examiner and in 1893 joined Providence Washington. He was promoted to assistant western manager. His next step was to Interstate Fire which was organized by a number of leading local agents of Michigan. One of the important factors in that organization was Will Wright of Jackson and he got Mr. Andrus to operate Interstate, which was located at Detroit. A local agency was operated in connection with that company and C. A. Palmer, who had been insurance commissioner of Michigan, joined Mr. Andrus with Interstate and the local agency of Andrus & Palmer. When North British & Mercantile took over Interstate, Mr. Andrus and Mr. Palmer continued to operate the agency.

Mr. Andrus resides at the Lenox hotel in Detroit.

John Roane, independent adjuster with offices at Salisbury and Hagerstown, Md., and Wilmington, Del., is back on the job after being in the merchant marine service. He was second mate on a Liberty ship. He made several trips to England and then starting five days prior to D Day for six months he was engaged in ferry service across the English Channel. He was six months without shore leave. When he departed from England his ship was torpedoed and he made the rest of the trip in an army transport ship.

Joseph K. Hooker, who is vice-president of Automobile and Standard Fire of Hartford, has completed 35 years with the organization while Dud-

ley R. Sibley, vice-president, and Robert E. Hall, associate counsel of the four Aetna Life companies, have observed their 25th anniversaries.

C. Heath Bannard, Jr., marine manager at Chicago for Providence Washington, has been vacationing at Del Ray Beach, Fla.

Raymond T. Sweeney, U. S. manager of Caledonian, arrived on the coast this week for a five-week visit in the area.

Lawrence McIlwain, manager of the St. Louis service office of the Great American group, is confined to his home after spending more than five weeks in the hospital following a serious major operation. His recovery has been satisfactory and he plans to resume his duties after a period of convalescence.

Firman B. White, Missouri state agent of Royal Exchange, is celebrating his 25th anniversary as state agent in that territory April 8. Royal Exchange is also celebrating its 25th anniversary this month. Mr. White started his insurance career in 1904 in Lexington, Mo., where he had his own agency, later moving to Kansas City, where he was a partner in the Ridge & White agency. He has two sons in service.

Col. James C. Jackson, whose return to Cravens, Dargan & Co. after three years in the army was reported in the March 15 issue, is assistant manager of the firm's entire operations and not assistant manager of the underwriting department, as the item stated.

Lt. Henry A. Steckler, coast guard reserve, well known New Orleans general agent, is back at his desk after a minor operation. He was at Touro Infirmary for a week.

W. M. Frink, United States manager of Norwich Union, and Mrs. Frink visited New Orleans last week.

## DEATHS

Mrs. W. J. Sonnen, 70, 2614 Harrison street, Evanston, Ill., wife of the former manager of the Chicago department of St. Paul Fire & Marine, died at St. Francis Hospital in her city last week, having been taken there just a day previous following a heart attack. Mrs. Sonnen had been in delicate health for some 10 years. In addition to Mr. Sonnen there survive two daughters, Mrs. Robert H. Smith (Helen) and Mrs. David Vandercook (Barbara). One son, Robert A., survives. Another son, William C., who was connected with the army inspection service, lost his life in a hotel fire at Mattoon, Ill., where he was on an inspection trip.

About three weeks ago Mr. and Mrs. Sonnen were bereaved by the death of their grandson, Robert W. Sonnen, son of Robert A. Mr. and Mrs. Sonnen had been married 59½ years. Both Mr. and Mrs. Sonnen were reared

## THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2704. EDITORIAL DEPT.: C. M. Cartwright, Editor. Levering Cartwright, Managing Editor. News Editors: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor, Kenneth Force. BUSINESS DEPT.: Howard J. Burridge, President. Louis H. Martin, Vice-President and Secretary. John Z. Herschede, Treasurer.

### BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—560 Trust Co. of Ga. Bldg., Tel. Walnut 5867. Ernest E. Hess, Resident Manager.

BOSTON 16, MASS.—944 Park Square Bldg., Tel. Hubbard 8696. Ralph E. Richman, Vice-President.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2704. O. E. Schwartz, W. A. Scanlon, and A. S. Cutler, Associate Managers. L. N. Yellowlees, Advertising Manager.

CINCINNATI 2, OHIO—420 E. Fourth St., Tel. Parkway 2140. Abner Thorpe, Jr., Vice-President. George C. Roeding, Associate Manager; J. T. Maloney, News Editor.

DALLAS 1, TEXAS—618 Wilson Bldg., Tel. Central 5823. Fred B. Humphrey, Resident Manager.

DES MOINES 12, IOWA—3233 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager.

DETROIT 26, MICH.—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards, Resident Manager.

MINNEAPOLIS 2, MINN.—500 Northwestern Bank Bldg., Tel. Geneva 1200. R. W. Landstrom, Resident Manager.

NEW YORK 7, N. Y.—99 John St., Room 1103, Tel. Beekman 3-3958. Editorial Dept.—R. E. Mitchell, Eastern Editor; George E. Wohlgenuth, Assistant Editor; Dorothy B. Paul,

Editorial Assistant. Business Dept.—N. V. Paul, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers.

PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 3706. E. H. Fredrikson, Resident Mgr.

SAN FRANCISCO 4, CAL.—507-S-9 Flatiron Bldg., Tel. EXbrook 3054. F. W. Bland, Resident Manager. Miss A. V. Bowyer, Pacific Coast Editor.





at St. Paul where he was connected with the home office of St. Paul Fire & Marine. They went to Chicago in 1900 when Mr. Sonnen was placed in charge of the Illinois field of his company. The funeral was held Tuesday afternoon.

Mrs. Sonnen was a woman of quiet demeanor, but of sturdy, beneficent character. She created for her family a home atmosphere of beauty, inspiration and cordiality. The Sonnen household has long been known for its generous hospitality.

**Fred Outerbridge**, 80, one of the oldest active insurance salesmen in Toledo, O., died there. He had been with Travelers for 15 years, specializing in fire and automobile insurance.

**Miss Helen Burns**, 63, an employee of Home in Columbus, was run over and killed by a bus. Miss Anna Brobst, also an employee of Home, who was with Miss Burns, was seriously injured.

**Frank R. Fuller**, 80, retired local agent at Waukesha, Wis., died at Clearwater, Fla., where he has made his home for many years. He also was at one time in the business in Madison, Wis.

**James A. Hannan**, 72, for 40 years a local agent in Milwaukee before his retirement several years ago, died after a long illness.

The second of the two sons of Carl W. Wheelock, secretary-manager of the Association of Fire Underwriters at Baltimore, was killed in action on Iwo Jima Island, Feb. 19, the War department has informed his parents. He was **Corp. Douglas F. Wheelock**. The other brother, **Lt. Wendell R. Wheelock**, an army air corps pilot, was killed in 1943 in a plane crash at Ardmore, Okla.

**Corp. Wheelock** was 22. He had been employed at the Davison Chemical Co. until he joined the marines in 1942. He wore the Presidential unit citation bar. The Wheelocks have a daughter, Margaret.

The ninth gold star has been added to the service flag of North America. **Capt. Thomas H. Murray**, an employee in the accounting department, was killed March 11, in an auto accident on the Burma Ledo highway. **Capt. Murray** joined North America in 1941 and entered the army a year later.

**Henry Thien**, 82, former Ryegate,

Mont., local agent and state senator, died in Oakland, Cal. He entered insurance in Ryegate in 1911. In 1929 he was elected to the state senate and was a member of the insurance committee until 1935.

**James S. Flaherty**, Boulder, Mont., local agent, died from a heart attack. He also was clerk and recorder of Jefferson county.

**Howard A. Wood**, 68, local agent at Burlington, Wis., died there after a short illness.

**William E. Pierce**, 69, veteran hail general agent and adjuster, died in Portland, Ore., from a heart attack. Mr. Pierce acted as an adjuster for many companies and had also been a hail general agent in Montana. He worked with **Waldo J. Moe**, now general adjuster of Fire Companies Adjusting Bureau, Portland, when Mr. Moe was in charge of the companies' hail office in Great Falls, Mont., in 1916. Mr. Pierce operated for about four years as a hail adjuster in Montana, Wyoming and Idaho. After that he became a hail general agent in Montana for the old Hawkeye of Des Moines. Later he became special agent for about 10 years with Great American's hail department under John Peterson, Chicago hail department manager.

For a few years Mr. Pierce was in the hail business with Edward Brown & Sons, San Francisco, later retiring to engage in several mining ventures with his sister in Portland.

**George A. Jacobs**, 73, of Janesville, Wis., died there after a stroke. He founded the George A. Jacobs agency in 1904 and later became associated with Citizens Mutual Fire as field man in Wisconsin, the first field man for a mutual in that state. Continuing his local agency, he was elected secretary of Citizens Mutual in 1907 and president in 1937. He was organizer and secretary of Dairyman's Mutual, organized in 1932 to write fire and windstorm coverage for dairy farmers. His son, **Robert L. Jacobs**, is secretary of Citizens and president of Dairyman's. Mr. Jacobs was a past president of the Wisconsin Association of Mutual Insurance Companies.

**Robert E. Adamson**, 52, of the New York metropolitan department of Phoe-

nix-Connecticut group, died suddenly. For many years he was identified with insurance in Chicago and New York.

**Henry A. Brown**, 90, retired local agent of Menominee, Mich., died at a hospital there as a result of shock from a fall in his home.

## IN U. S. WAR SERVICE

**William Geoghegan**, son of T. M. Geoghegan, vice-president of Perkins & Geoghegan, Cincinnati, recently wounded in the European theater, is now hospitalized at Chicago. He was able to spend Easter with his parents.

**Lt. Joseph B. Roberts**, formerly a contract bond man with Hartford Accident, now commanding officer of a PT boat in the southwest Pacific, is praised in a navy dispatch from the Philippines for his work in a raid into Manila harbor and an attack on Jap warships.

**Cabell M. Tabb**, manager of the life and accident department of Tabb, Brockenbrough & Ragland agency, Richmond, has been promoted to lieutenant in the navy. He is a son of T. Garnett Tabb, senior member of the firm.

**Pfc. Walter R. Dininger**, former special agent of Washington National in Indianapolis, was wounded in Italy.

**Maj. Al C. Thomas**, formerly of Travelers, now chief of the claims division, army contract insurance branch, under Col. Reese Hill, has been promoted to lieutenant colonel. **Capt. P. N. Smith**, formerly with National Fire, Hartford, has been promoted to major in the same branch of the war department.

## K. C. Agents Would Defer Casualty Rate Legislation

KANSAS CITY—At a meeting of the Insurance Agents Association of Kansas City a resolution was adopted recommending that in the public interest proposals for legislative action on any casualty or surety rating regulation in Missouri should be deferred at this time pending further study of the subject, to bring Missouri statutes into conformity with the new constitution and in harmony with federal enactments.

It was further recommended that the superintendent of insurance in Missouri should appoint a committee representative of the insurance industry to work out a program which should command the substantial support of the industry as a whole.

Present at the meeting were John J. O'Toole, St. Louis, national state director, and H. F. Warner of Kansas City, who attended the meeting in Jefferson City with Superintendent Scheufler on proposed legislation. They gave a review of the hearing, which included discussion of regulation of casualty and surety rates and forms through the insurance department, and the effect on agents and brokers.

### ST. LOUIS FOR POSTPONEMENT

ST. LOUIS—A gathering of local insurance men Monday discussed the resolution adopted by the Kansas City agents and it was indicated that the St. Louis agents also would favor a postponement until the 1947 session.

### Robt. S. Dicus Advanced

Robert S. Dicus has been appointed superintendent of the marine department of the Aetna Fire group in Cook county.

After graduating from Knox College, Mr. Dicus started with Marsh & McLennan. He joined the Cook County department of Aetna 14 years ago and has achieved notable success in the development of marine business for the group.

**John Archbold**, for 27 years with the Boston general agency of William E. Davenport & Son, has been admitted to full partnership in the firm.

## THE PHOENIX-CONNECTICUT GROUP of Fire Insurance Companies



**The Phoenix**

Insurance Company, Hartford, Conn.  
1854

**The Connecticut**  
Fire Insurance Co., Hartford, Conn.  
1850

**FOUITABLE**  
Fire & Marine Insurance Company  
Providence, R.I.  
1859

ATLANTIC FIRE INSURANCE CO.  
Raleigh, North Carolina

THE CENTRAL STATES FIRE INS. CO.  
Wichita, Kansas

GREAT EASTERN FIRE INSURANCE CO.  
White Plains, N. Y.

MINNEAPOLIS F. & M. INSURANCE CO.  
Minneapolis, Minn.

RELiance INS. CO. OF CANADA  
Montreal, Canada



HARTFORD  
30 Trinity Street

CHICAGO  
Insurance Exchange

NEW YORK  
110 William Street

SAN FRANCISCO  
220 Montgomery Street

MONTREAL  
485 McGill Street



All Forms of Fire and  
Property Insurance including  
Ocean and Inland Marine  
Country-wide Brokerage Service

TIME TRIED & FIRE TESTED

## WE INVITE YOUR INVESTMENT INSURED to \$5,000. PAID 3% in 1944

Improved earning position for 1945

Assets December 31st, 1944.....	\$3,052,910.73
Loans Dec. 31, 1944 bearing average interest rate .0611 .....	2,659,209.16
Loans Jan. 31st, 1945 bearing average interest rate .0593 .....	2,869,629.81

Send your check now for Certificate, will bear interest from date of acceptance.

## SANTA ANA BUILDING AND LOAN ASSOCIATION

601 North Main Street  
SANTA ANA, CALIFORNIA

## NATIONAL INSPECTION COMPANY CHICAGO, ILLINOIS

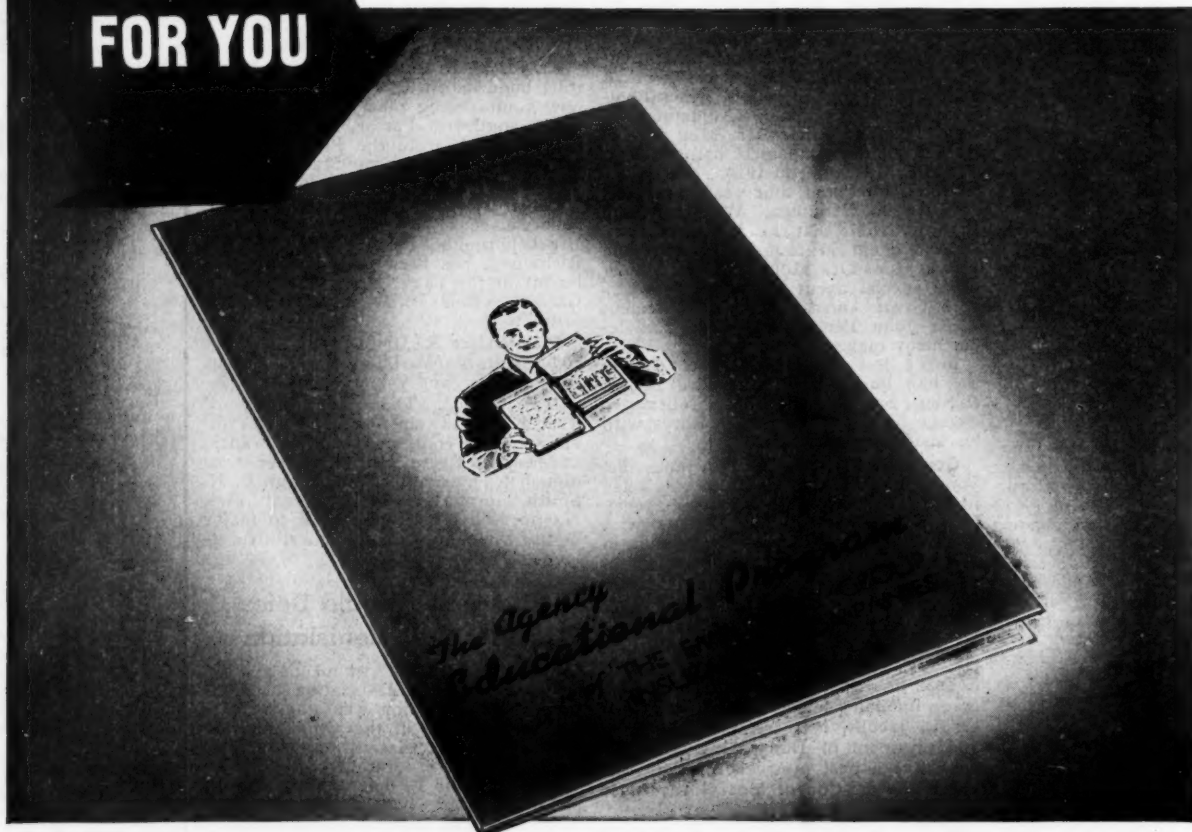
Service to Stock Fire Insurance companies for 41 years.  
Inspections and Underwriting Reports.

J. G. Hubbell,  
H. B. Chrissinger, } Managers

R. L. Thiele, Ass't Mgr.  
P. A. Pederson, Chief Inspector

**THIS IS  
FOR YOU**

**Make YOUR Post-War Plans NOW!**



## A MAN WITH THE PLAN FUTURE

Let the Agency Educational Program of The Employers' Group Insurance Companies point the way:

Here is a *program* that is good for today and tomorrow . . .

a *program* that will add to your earning power, prestige, and ability to give greater service even before the war ends . . .

a *program* that will continue to bring you increased returns after the end of the war.

This personal post-war planning program is an "essential" if you are to be prepared

for the competition of tomorrow. Make your post-war plans now.

If you are an agent, an employee of an agent, a solicitor, an ex-serviceman or one who wishes to enter the business for the first time, The Employers' Group School for Agents is for you. Experience in the insurance business is not a requisite for admission.

### CLASSES START APRIL 30

Five weeks minimum time required to complete the course. For further details write for your copy of "The Agency Educational Program of The Employers' Group Insurance Companies" today.

*It Pays to be the Man with the Plan*



## The Employers' Group

One Liberty Square  Boston 7, Mass.

THE EMPLOYERS' LIABILITY ASSURANCE CORP., LTD.  
THE EMPLOYERS' FIRE INSURANCE CO.  
AMERICAN EMPLOYERS' INSURANCE CO.

UN

Bid  
Dra  
for

No  
Es  
of

Atto  
public  
Lasky  
an in  
Depar  
ance  
Lasky  
ciety  
cisco,  
partm  
contro  
in Cal  
tion o  
of the  
Mr.  
inappr  
prefer  
ifornia  
tice J  
enactr  
regula  
"Yo

sugges  
taken  
which  
be me  
the re  
act. I  
ment  
Before  
act it  
ment  
the fi  
unless  
rates  
the co  
the am  
force  
the ex  
regula  
upon  
ed "Co  
private  
act fo  
actual  
tive a  
"The  
states  
contro  
not no  
the co  
states  
correct  
in the  
the rig  
manne  
Court's  
laws."

Bidd  
determ  
within  
regulat  
each c  
be whe  
amount  
Under  
1, 1948  
is not  
trust  
monop  
as they  
iness.

Add t  
Virg  
of \$9,3  
of \$1,  
and \$1  
\$3,116



Biddle Declines to Draw Blue Print for State Laws

Not Asking That States Establish Any Kind of Rate Control

Attorney General Biddle has made public a letter that he wrote to Moses Lasky of San Francisco in answer to an inquiry about the attitude of the Department of Justice towards insurance rate legislation by the state. Mr. Lasky was writing on behalf of the Society of Insurance Brokers of San Francisco, asking whether the Justice Department would regard particular rate control bills that had been introduced in California as constituting the regulation of insurance within the meaning of the federal moratorium legislation.

Mr. Biddle replied that it would be inappropriate for him to express any preference as to bills pending in California. Beyond that, he said, the Justice Department does not favor the enactment of any particular type of state regulatory insurance legislation.

"Your letter," Biddle replied, "further suggests that the department may have taken the position that only legislation which compels insurance companies to be members of rating bureaus will meet the requirements of the congressional act. I can assure you that the department has not taken any such position. Before the passage of the congressional act it was the position of the department that the anti-trust laws apply to the fixing of rates by private bureaus unless the states had actually passed on rates suggested by the bureaus. Under the congressional act after Jan. 1, 1948, the anti-trust laws are applicable in full force to the business of insurance to the extent that such business is not regulated by state law. In commenting upon this legislation the President stated 'Congress did not intend to permit private rate fixing, which the anti-trust act forbids, but was willing to permit actual regulation of rates by affirmative action of the states.'

"The department has never urged the states to pass any laws or exercise any control over insurance rates and it does not now do so. As the President stated, the congressional act provides for the states an opportunity for the orderly correction of abuses which have existed in the insurance business and preserves the right of the states to regulate in a manner consonant with the Supreme Court's interpretation of the anti-trust laws."

Biddle said it is up to each state to determine the extent to which insurance within its jurisdiction shall remain unregulated by state law. The question in each case as to rating bureaus would not be whether they are compulsory but the amount of state regulation provided. Under the congressional act, after Jan. 1, 1948, to the extent that the business is not regulated by state law, the anti-trust laws are applicable to prevent monopolies and restraints of trade just as they are applicable to any other business.

**Add to Missouri Table**  
Virginia Surety had total premiums of \$9,302 in Missouri in 1944 and losses of \$1,515, divided auto liability \$6,186 and \$173, and auto property damage of \$3,116 and \$1,342.

Ranking of Stock Casualty Companies in 1944

(Accident and Health Only Companies Not Included)

ADMITTED ASSETS		NET PREMIUMS WRITTEN	
1. Travelers	\$1,412,982,760	1. Travelers	\$97,829,624
2. Hartford Accident	119,702,750	2. Hartford Accident	51,134,552
3. Aetna Casualty	106,044,756	3. Aetna Casualty	46,786,797
4. U. S. F. & G.	96,959,503	4. U. S. F. & G.	45,025,449
5. Fidelity & Casualty	75,465,359	5. Continental Cas.	35,307,520
6. Maryland Casualty	73,412,338	6. Fidelity & Casualty	32,397,458
7. Continental Casualty	59,729,965	7. Maryland Cas.	31,206,457
8. Employers Liability	58,665,892	8. Employers Liability	28,899,828
9. Indemnity No. Amer.	53,369,426	9. Indemnity North Amer.	21,253,667
10. Globe Indemnity	51,812,622	10. Zurich	21,049,393
11. General Accident	49,391,934	11. Travelers Indemnity	20,099,767
12. Royal Indemnity	48,758,898	12. Globe Indemnity	19,727,987
13. Zurich	48,692,888	13. Royal Indemnity	19,458,844
14. Standard Accident	41,712,868	14. General Accident	18,355,190
15. Travelers Indemnity	41,201,841	15. Standard Accident	19,305,537
16. New Amsterdam Cas.	41,072,132	16. American Auto.	16,869,623
17. American Surety	36,058,089	17. Mass. Bonding	16,621,122
18. American Auto.	34,442,984	18. New Amsterdam Cas.	16,427,686
19. Fidelity & Deposit	34,316,794	19. Pacific Indemnity	14,522,015
20. National Surety	32,806,539	20. Pacific Employers	13,025,573
21. Mass. Bonding	31,757,355	21. American Employers	12,093,590
22. General Reins.	28,613,507	22. Great American Indem.	11,888,120
23. European Gen.	28,500,456	23. Fidelity & Deposit	10,960,366
24. Great American Indem.	27,077,917	24. Employers Reins.	10,932,245
25. Hartford Steam Boiler	26,204,285	25. American Surety	10,831,209
26. Employers Reins.	25,975,303	26. General Reins.	10,783,842
27. Pacific Indem.	24,599,952	27. St. Paul-Merc. Indem.	10,321,954
28. U. S. Guarantee	23,692,579	28. American Motorists	10,144,018
29. Pa. Manufacturers	23,560,825	29. Fireman's Fund	9,733,623
30. Ocean Accident	22,789,885	30. Glens Falls Indem.	9,405,175
31. Amer. Employers	22,570,668	31. Commercial Cas.	9,298,278
32. St. Paul-Mer. Indem.	22,230,689	32. Ocean Accident	9,256,788
33. American Reins.	21,467,551	33. National Surety	9,170,190
34. Fireman's Fund	21,169,266	34. Associated Indem.	9,065,504
35. London Guarantee	19,122,565	35. European Genl. Reins.	8,825,262
36. Glens Falls Indem.	18,959,850	36. Metropolitan Cas.	8,750,055
37. U. S. Casualty	17,416,455	37. Century Indemnity	8,475,089
38. Century Indemnity	15,924,580	38. Bituminous Cas.	8,454,685
39. Pacific Employers	15,597,432	39. Pa. Manufacturers	8,429,318
40. American Motorists	14,895,157	40. U. S. Casualty	8,213,010
41. Associated Indem.	14,205,497	41. London Guarantee	8,193,646
42. Commercial Cas.	13,854,225	42. Ohio Casualty	7,677,199
43. Eagle Indemnity	13,844,077	43. N. J. Mfrs. Cas.	7,354,296
44. Ohio Casualty	13,757,960	44. Hartford Steam Boiler	7,302,451
45. Metropolitan Cas.	13,753,424	45. American Cas.	7,149,892
46. N. J. Mfrs. Cas.	13,698,884	46. General Cas., Wash.	6,825,556
47. Bituminous Cas.	13,380,988	47. Manufacturers Cas.	6,752,828
48. Manufacturers Cas.	12,921,769	48. Eagle Indemnity	6,731,409
49. Allstate	12,438,166	49. Allstate	6,368,158
50. Central Surety	12,067,947	50. Preferred Accident	6,265,753

\*Includes assets of life department.

†Excludes life premiums.

Burglary Rate Cut in Commercial Lines Monday

Rate reductions for commercial burglary lines which are contained in the manual revision that becomes effective Monday are understood to average between 3 and 4% countrywide exclusive of New York state and about 10% for New York. Reductions have not been made for all classes and territories, but where they have been the cuts range from 10% to a maximum of 25%. This maximum is in line with the bureau's policy of limiting increases or decreases to 25% so as to avoid unduly drastic rate fluctuations. In a very few cases there are increases. Where decreases are made, in general the smaller ones are in the larger cities, while the more substantial cuts are in the smaller communities.

Residence burglary rates are not affected, largely because the companies have not yet had enough time to appraise fully the effect of the off-premises theft coverage.

Conn. Compulsory Bills Opposed

HARTFORD—Two compulsory automobile liability proposals went unsupported at a hearing held by the Connecticut assembly's judiciary committee. It was contended that neither reduction of accidents nor full protective coverage of potentially injured persons would be guaranteed by the measure, although some of the speakers did state they would be in favor of some sort of financial responsibility law. The Connecticut Association of Insurance Agents was represented.

Wash. Assigned Risk Plan May Extend Operations to Physically Impaired Risks

SEATTLE—In answer to a request of the Washington Association of Insurance Agents that the state's assigned risk plan be broadened to provide a market for physically-impaired and other undesirable risks, the plan's executive committee has adopted a resolution stating that the desired action will be taken if the financial responsibility law is strengthened, similar to the measures now in effect in New York, Indiana and Oregon. Member companies will be asked to go on record favoring the proposal so that immediate action can be taken.

Verdict of \$38,000 in Reopened Liability Suit

MINNEAPOLIS—Eleven years after he was injured, Clarence Eilen, now 19 years old, has been awarded \$38,000 damages from State Farmers Mutual of Waseca, Minn., owner of the car which struck the boy. This is one of the most unusual cases in Minnesota court records, inasmuch as it was reopened on court orders after a \$600 settlement had been made. The court held that "a mutual mistake" had been made in the settlement after it was found that the boy's injuries were more serious than at first thought.

Money & Securities and Comprehensive 3-D Forms Revised

Simplify Rate Procedure: Expect Other Burglary Manual Changes Soon

NEW YORK—The National Bureau of Casualty & Surety Underwriters has revised rules, rates and several features of coverage of the money and securities policy, broad form, and the comprehensive dishonesty, disappearance and destruction policy, effective April 2. It was announced that new burglary manual pages will be issued shortly, affecting a number of sections, and it is assumed that these changes will include the long-awaited revision in commercial burglary and robbery rates.

With both affected policies, the changes result in simplifying rate procedure and eliminating a number of situations which had to be referred to the National Bureau or to the Towner Rating Bureau. An important change with the comprehensive 3-D policy is the authorization of fidelity coverage under the blanket position form, as well as on the commercial blanket basis.

Money and Securities Rates

The money and securities policy will still take two rates, one for coverage inside the premises and one for outside coverage, but they will be shown directly in the manual in the future. Up to now, the inside rate was determined by computing the inside holdup and safe burglary rates, adding them together, plus \$5 per \$1,000, which result was subject to discount in certain cases. Under the new rules, the manual will show basic annual rates for the inside coverage, varying by safe and risk classification and territory. Outside coverage rates will be shown on the same page, so it will no longer be necessary to refer to the safe burglary and holdup sections of the manual to figure a money and securities premium.

The minimum premium for inside coverage remains at \$60 for annual coverage at the first location and \$15 for each additional location, but the annual minimum for the outside coverage section has been changed to \$17.50 for the first messenger and \$5.50 for each additional messenger. In most cases, this amounts to a reduction, as the old annual minimum for this section, regardless of the number of messengers, was \$35 for complete coverage and \$25 if only securities were covered. For three year coverage, the minimum takes the same scale of increase as the premium charges, 2 1/2% more for installment payment.

Optional Blanket Coverage

Discounts have been revised and simplified, with a number of discounts which were seldom used eliminated. The discounts for limiting insurance to securities only, watchmen, guards, alarms, conveyances and bags remain in force, and they are calculated to produce approximately the same reduction as under the old rate procedure.

Under a new standard endorsement, the policy may be written on a blanket basis. Previously, a risk had to be submitted to the National Bureau before this could be done. A policy on the blanket basis automatically covers new and increased exposures up to the

(CONTINUED ON LAST PAGE)





## CASUALTY NET PREMIUMS AND PAID LOSSES IN 1944 IN MARYLAND

	Total Premiums	Total Losses	Auto. Liab. Premiums	Auto. Liab. Losses	Other Liab. Premiums	Other Liab. Losses	Work. Comp. Premiums	Work. Comp. Losses	Fidelity-Surety Premiums	Fidelity-Surety Losses	Plate Glass Premiums	Plate Glass Losses	Burglary-Theft Premiums	Burglary-Theft Losses	Prop. D. & Coll. Premiums	Prop. D. & Coll. Losses
Abbey Cas. & Co.	1,200		1,200													
Acci. & Cas.	22,879	3,389	7,465	370	2,019	60	7,682	5,947								
Aetna Cas. & Sur.	507,021	181,095	90,871	39,273	66,854	4,120	218,469	102,281	39,402	2,615	1,030	371	999	53	3,279	1,088
Allied Mut.	17,177	7,637	1,389	5,143	200		4,589	700			1,125	531	29,004	8,080	50,057	26,632
Allstate	79,187	30,927	59,159	21,656											210	5,271
Amer. Auto.	298,656	121,477	149,046	65,441	16,909	468	58,331	20,020			861	302	6,971	903	66,366	34,448
Amer. Cas.	229,845	89,794	66,229	26,572	26,474	4,111	62,195	24,741	3,577		4,006	2,731	11,511	4,151	47,945	25,992
Amer. Employ.	183,056	64,867	36,574	22,246	25,422	3,521	69,900	20,255	8,391	62	5,046	1,891	13,672	2,308	20,007	18,583
Amer. Fld. & Cas.	69,339	31,096	54,988	25,744											14,351	5,352
Amer. Fire & Cas.	1,558	33	1,162	33											296	
Amer. Guar. & Liab.	5,786	3,382	1,005	499	541		1,257	178	588	1,945	87		372	152	421	508
American Ind.	23,705	9,780	7,274	1,580	1,499	21					972	871	953	162	3,965	2,619
American Motorists	387,304	112,858	110,284	16,972	20,314	83	191,055	73,300	1,270	92	108	18	1,594		56,661	21,017
Amer. Mut. Liab.	808,526	264,648	55,348	25,817	36,983	1,625	594,683	199,814	12,849	—158	114		6,612	1,782	43,566	27,970
Amer. Policyhold.	2,796	1,133	1,200	50			—59								428	615
Amer. Reins.	64,762	8,063	6,127	142	2,793		22,724	682	27,717	5,587	4		1,735	1,652	3,084	
Amer. Surety	81,645	—4,583	21,250	1,684	6,510	625	11,677	2,903	25,674	—15,535	1,058	367	3,423	302	11,888	5,062
Arex Indem.	3,956	1,934	55		690		2,950	1,427					110		97	32
Assoc. Indem.	55,969	21,491	15,641	5,965	10,333	1,160	19,162	6,916	—6		225	74	1,213	116	9,473	7,528
Bankers Indem.	51,491	17,096	11,693	3,437	2,909	265	22,154	8,977	48		542	569	3,043	350	6,838	2,411
Car & General	247,688	87,200	91,855	27,818	20,704	1,191	66,267	25,870	1,991	4,629	3,733	2,501	10,286	2,662	52,752	21,529
Central Mut. Cas.	20,900	4,490	6,945	636	496						32		572	19	6,998	2,568
Central Surety	29,916	22,389	20,739	17,527	191		758	337	776		6,128	120	211		6,594	4,405
Century Indem.	205,073	74,897	42,260	19,617	34,563	2,717	67,773	15,968	10,707	19,385		2,021	16,541	2,976	21,724	9,703
Citizens Cas.	14,140	365	10,402												3,738	385
Columbia Cas.	29,834	13,395	5,179	3,091	1,197		11,419	6,676	1,661	23	547	148	1,388	117	629	1,630
Com'l Cas.	164,680	80,831	32,086	12,965	10,765	913	350		4,102	—12	1,695	1,615	4,878	1,329	8,108	4,878
Connect. Indem.	144	92			9										43	
Continental Cas.	274,660	101,990	35,685	16,109	21,013	7,431	43,152	15,177	15,146	7,979	5,044				17,141	13,108
East Indem.	225,140	83,555	26,963	29,899	13,734	431	147,337	31,954	4,903	—11	1,056	205	9,821	2,211	14,665	12,443
Employ. Mut. Cas.	25,522	38,902	9,208	20,998	1,101		10,196	4,248			487	169	52		4,428	12,425
Employ. Mut. Liab.	128,924	47,839	5,612	670	8,573		105,058	44,209			58		457		9,136	2,064
Employers Reins.	93,816	59,745	24,811	8,678	4,857		15,146	4,504	15,225	41,491	97		7,063	1,026	11,169	2,477
Employ. Liab. Eng.	356,088	120,364	70,603	13,508	31,384	5,268	175,821	59,681	8,530	483	2,565	717	11,497	1,542	38,784	33,923
Eureka Cas.	42,205	14,497	19,859	1,700	1,327		10,844	7,081		—7	245		712	194	2,218	5,529
Excess	10,716	186	943		1,409		2,569	186	2,167						2,589	
Factory Mut. Liab.	13,486	1,815	7,480	30	141	6							402	515	5,463	1,264
Farm B. Mt. Au. O.	806,179	392,323	306,654	124,442	10,491	376	36,479	7,180	136				1,735	302	359,921	227,392
Fld. & Cas.	516,524	203,459	82,972	31,791	62,594	1,653	214,316	106,153	51,154	27,275	7,859	3,459	27,151	6,489	43,456	28,240
Fld. & Dep.	370,527	77,760			349				274,539	42,286	19,010	13,191	76,610	21,743	19	
Fireman's Fund Ind.	68,960	36,209	13,386	12,055	15,104	94	24,319	3,180	3,120	9,817	977	907	3,819	1,294	6,967	3,820
Gen. Acc. Fire & L.	336,696	114,028	73,050	17,658	43,656	4,509	124,248	46,208			7,170	5,124	18,406	7,952	36,130	23,316
Gen'l Cas., Wash.	29,105	6,109	14,851		2,107		—9		2,467		467	30	2,822	934	6,398	2,895
General Reins.	84,839	37,130	9,642	12,601	38,443		20,527		26,567	22,610	—535		—769	171	—5,812	250
Gen. Transp. C. & S.	44,596	17,047	14,538	6,603	2,124		20,839	3,462							6,995	1,657
Glens Falls Indem.	221,720	60,112	66,868	15,891	22,040	1,078	55,010	16,571	16,849	5,494	6,656	2,677	16,458	2,157	31,619	14,274
Globe Indem.	869,600	319,260	61,949	22,947	65,174	3,906	645,931	255,090	12,310	58	5,717	1,964	24,981	5,074	41,614	19,056
Great Amer. Indem.	332,984	155,072	125,099	75,262	26,881	10,238	93,354	26,694	15,818	3,910	4,542	1,556	14,883	4,143	49,530	31,444
Hardware Mut. Cas.	20,075	5,227	7,422	857	1,474	40	4,186	1,994			575	198	586		5,802	2,138
Hardware Indem.	14,946	9,750	5,680	2,714	885		3,059	854			2,247	222	1,111	30	2,693	2,079
Harleysville Mut. Cas.	76,431	20,831	50,787	9,235											26,644	11,596
Hartford Ac. & Ind.	479,981	188,823	35,378	49,645	9,264		192,199	89,340	56,072	16,696	5,330	1,817	27,260	4,377	47,533	25,702
Home Indem.	122,091	57,521	26,713	30,165	15,172		15,172	319	4,810	958	3,375	1,109	15,315	5,561	46,453	18,133
Indem. N. A.	582,480	203,257	131,124	46,308	139,259	62,936	123,399	49,972	22,772	208	24,601	7,762	33,019	5,921	89,510	29,403
Interboro Mut. Ind.	5,253	1,469	315				4,884	1,469							54	
Internat. Fld.	200								200							
Keystone Mut.	45,422	21,925	7,115	326	1,308		33,638	19,138							3,359	1,711
Keystone Au. Cl. Cas.	86,355	39,806	44,044	9,628	123		759								38,255	28,099
Keystone Mut. Cas.	146,270	41,091	92,360	22,332	4,441	—150	5,682	285			1,009	428	2,029	285	49,749	17,411
London & Lanc. Ind.	27,768	5,769	4,843	1,805	3,074	163	5,580	787	2,103		45		2,123	139	2,354	1,796
Liberty Mutual	1,363,560	639,976	138,430	34,014	81,922	34,977	1,034,515	513,697	9,463	7,434	1,893	1,260	18,889	4,709	77,865	43,827
London Guar.	45,556	5,562	7,245	556	4,850	275	14,680	2,459			414	311	1,935	275	4,070	1,190
Lub. Mut. Cas., N. Y.	46,061	18,888	166		1,369		43,518	18,043							1,017	45
Lumb. Mut. Cas., Ill.	552,511	188,549	130,313	40,085	34,333	1,609	267,286	110,894	2,964	5	1,553	762	10,359	2,005	70,762	23,314
Manufac. Cas.	391,716	169,663	19,798	3,059	15,406	2,876	332,927	155,995	8,190	971	461	87	4,335	813	10,587	5,791
Mass. Bonding	90,457	32,207	16,638	3,339	6,274	1,280	27,929	7,558	7,545	171	1,544	1,496	1,434	485	8,895	6,987
Maryland Cas.	2,241,351	1,345,142	123,224	59,065	227,924	35,512	1,583,528	1,143,313	112,892	36,364	5,582	2,577	40,617	9,917	89,857	47,890
Merchants Mut. Cas.	62,038	28,282	9,889	9,337	15,876	3,463	29,645	6,001							6,526	9,001
Melon Indem.	21,232	—27,629							21,232	—27,629						
Merchants Indem.	1,451	2,000	614	2,000					837							
Metrop. Cas.	40,853	12,674	19,170	1,889	3,584	1,181	1,540	89	1,441		1,516	531	1,896	1,583	6,364	3,414
Natl. Grange Mu. L.	2,114	521	1,001	56											1,113	465
National Cas.	66,452	21,212	2,569	114	785	7	2,151	414	161		699	147	338	58	1,196	366
Natl. Mut., D. C.	145,897	47,215	86,545	34,659									85	73	59,267	12,483
Natl. Surety	67,606	11,229							42,247	5,122	327	310	25,082	5,897		
New Amster. Cas.	694,871	197,276	94,564	15,341	97,596	4,442	262,465	110,213	103,761	16,180	18,346	10,166	53,196	14,407	48,441	21,066
New Eng. Cas.	135								135							
New York Cas.	7,762	4,597	3,820		155		1,440	97	798	27	339	100	213		1,610	398
N. W. Natl. Cas.	8,716	1,241	4,349	46	796						266	42	984	181	2,140</	

## (Continued on page 24)



& Coll.  
Losses

1.526  
23.183  
24.760  
1.063  
40.128  
23.103  
4.395  
67.480  
5.678  
.....  
86  
2.777  
7.334  
1.648  
95.847  
10  
1.746  
26  
649  
2,092  
.....  
19,026  
7,123  
598  
22  
599  
1,042  
211  
15,636  
1,645  
7,837  
35,159  
39,299  
4,000  
8,092  
.....  
727  
.....  
68,385  
67,859  
15,912  
1,077  
7,000  
3,098  
3,062  
.....  
4,678  
2,749  
3,869  
1,303  
.....  
24,543  
54,251  
22,482  
35  
1,619  
9,027  
100,136  
9,655  
6,659  
646  
5,877  
10,560  
1,201  
.....  
31,679  
386  
38  
13,141  
178,143  
16,094  
29  
1,021  
26  
.....  
3,686  
1,308  
7,600  
101  
25  
7,357  
.....  
29,724  
1,883  
4,948  
746  
8,426  
30,598  
1,427  
252  
.....  
8,214  
1,096  
73,193  
436,411  
1,167  
.....  
22,797  
5,770  
85  
2,658  
.....  
12,768  
2,719  
24,399  
446  
.....  
6,226  
807,798  
395,235  
626,510

ses Pd.  
1.235  
297,138  
6,468  
.....  
168  
2,554

AMERICAN AUTOMOBILE  
INSURANCE COMPANY  
AMERICAN AUTOMOBILE  
FIRE INSURANCE COMPANY  
SAINT LOUIS



**AMERICAN  
ASSOCIATED**  
INSURANCE COMPANIES



ASSOCIATED INDEMNITY  
CORPORATION  
ASSOCIATED FIRE & MARINE  
INSURANCE COMPANY  
SAN FRANCISCO

### *A Letter to Folks in the Insurance Business*

We selected the operating title "American-Associated Insurance Companies" because it more clearly identifies our business to the public than the customary style "American-Associated Group." We like the sound of our new name. It is easy to say even if it is a little long in print. Of course this new trade title has no legal status but we believe it will become well known in the business of insurance.

The consolidation program for the field operations of our companies had to develop gradually but now the integration of our country-wide organization is a practical reality in every one of our twenty-two branch office cities and more than that number of service office locations. The fifteen hundred employees of the American and three hundred and fifty members of the Associated organization have found a new unity of purpose. There is an enthusiastic loyalty and a natural cooperative interest in the broader field for service and individual opportunity afforded by the enlarged American-Associated insurance family.

When the Associated Companies of San Francisco were joined with the American Auto Companies of Saint Louis in 1943, it was announced that the four companies of the group would continue to operate as individual units. This arrangement is ideally suited to the requirements of our thousands of Agents and Brokers. The combined facilities of the group will be available to producers through the single network of supervisory branch offices. For those lines of coverage common to both American and Associated Companies, our policy forms and services will be identical.

A few years before our group was formed, American Auto became a multiple line casualty company. For more than a quarter-century it had held its place of distinction as the oldest and largest insurer of automobiles exclusively. In the short span of four years it has attained a very satisfactory position in the multiple line casualty field. The Associated Indemnity Corporation was also a pioneer in its specialty line. Since its organization as a stock company in 1922 it has made an outstanding success of its participating plans for the writing of workmen's compensation insurance.

The merging and redistribution of our combined company field organizations for such essential functions as safety engineering, payroll auditing and claims services is helping us to make the most of the difficult personnel situation we will face until our men in the Armed Service have finished their more important assignments.

For many years the American and Associated Companies have each enjoyed a reputation for progressive management. It is now gratifying to find among our Agents and Brokers a generous expression of approval for the forward steps we have taken in expanding and improving our facilities. We are going to continue to uphold the American-Associated tradition for progressive, independent thinking and action. We want very much to continue to be "The kind of companies accredited Agents and Brokers like to do business with."

*American-Associated Insurance Companies*

(CONTINUED FROM PAGE 22)

(CONTINUED FROM PAGE 22)

Net Prems.	Losses Pd.	Net Prems.	Losses Pd.	Net Prems.	Losses Pd.			
Combined Mut. Cas. ....	44,301	6,116	Prov. Life & Acci. ....	160,454	113,586	Employers Reins. ....	71	.....
Commercial Cas. ....	90,849	44,720	Prudential ..... 89,338	45,067	Excess ..... 258	Fidelity & Cas. ....	16,628	2,788
Conn. Gen. Life. ....	137,863	80,726	Reliance Life ..... 19,797	4,397	General Accl. ....	2,436	.....	
Continental Assur. ....	4,141	14,542	Royal Indem. .... 2,541	1,678	General Cas., Wash. ....	343	34	
Continental Cas. ....	310,459	140,111	St. Paul Hosp. & Life. ....	46,232	General Reins. ....	5,029	.....	
Eagle Indem. ....	740	107	St. Paul-Merc. Indem. ....	27,690	Globe Indem. ....	2,387	.....	
Employ. Liab. ....	5,695	2,195	Security Mut. Life, N. Y. ....	7,773	Hartford St. B. ....	185,813	6,014	
Employes Mut. Ben. ....	56,225	26,163	Standard Accl. .... 18,364	3,483	London Guar. ....	13,805	317	
Employ. Mut. Cas. ....	3,618	141	Standard Sur. & Cas. ....	529	Lumberm. Mut. Cas. ....	77,190	860	
Employ. Reins. ....	14,597	8,323	State Auto., Ia. .... 14,084	3,364	Maryland Cas. ....	23,196	1,009	
Equitable Society ....	531,682	313,759	Sun Indem. .... 2,864	360	Mutual Boiler ....	13,555	.....	
Farmers Auto, Calif. ....	1,737	852	Travelers ..... 542,715	265,144	Ocean Accl. ....	12,710	14,253	
Federal L. & C. ....	13,216	3,116	United Benefit Life. ....	60,368	Phoenix Indem. ....	2,449	300	
Fidelity & Cas. ....	29,286	14,439	United Nat. Ind. .... 6	.....	Royal Indem. ....	250	.....	
Fidelity H. & A. ....	173	.....	U. S. Casualty ..... 6,498	2,559	Security Mut. Cas. ....	4,365	.....	
Fireman's Fund Ind. ....	1,267	595	U. S. F. & G. .... 17,404	5,529	Standard Accl. ....	4,618	4,378	
General Accl. ....	17,377	4,180	Washington Natl. ....	256,927	Travelers Indem. ....	27,721	1,805	
General Cas., Wis. ....	906	247	Western Cas. & Sur. ....	4,867	Total, 1944 ....	398,059	35,940	
General Reins. ....	40,298	1,576	Western Nat. Indem. ....	439	Total, 1943 ....	370,379	31,254	
Glens Falls Indem. ....	3,124	368	Wisc. Natl. Life. .... 21,123	7,180	Total, 1942 ....	281,702	19,978	
Globe Indem. ....	3,993	1,401	Woodmen Accl. .... 144,203	56,692				
Great Amer. Indem. ....	949	151	Woodmen Cent. Health. ....	24,157				
Great Northern Life. ....	74,196	28,939	World ..... 2,501	11,902				
Great West Life. ....	3,544	2,457	Zurich ..... 45,958	22,697				
Group Health Mut. ....	132,991	70,562	Total, 1944 ....	7,042,193				
Hardware Mut. Cas. ....	1,251	—94	Total, 1943 ....	6,269,454				
Hartford Accl. ....	28,092	8,472	Total, 1942 ....	5,127,650				
Home Indem. ....	275	.....						
Ill. Mut. Cas. ....	24,305	13,380						
Indem. No. Amer. ....	24,146	5,406						
Inter-Ocean Cas. ....	3,684	1,245						
Inter-St. Business Men's	39,483	13,082						
John Hancock M. L. ....	59,221	44,353						
Liberty Mutual ....	325	.....						
London & Lanc. ....	4,562	376						
London Guar. ....	2,880	1,153						
Loyal Protect. ....	63,083	15,636						
Lumberm. Mut. Cas. ....	2,484	315						
Maryland Cas. ....	21,109	5,089						
Mass. Bonding ....	41,434	13,954						
Mass. Indem. ....	1,973	1,892						
Mass. Protect. ....	320,643	132,897						
Metropolitan Cas. ....	30,520	21,357						
Metropolitan Life ....	339,421	200,776						
Minnesota Prot. Assn. ....	56,581	22,941						
Monarch Life ....	205,898	82,223						
Mut. Ben. H. & A. ....	578,651	237,610						
Nat. Casualty ....	88,029	39,956						
Nat. Travelers ....	30,766	9,141						
New Amsterdam ....	2,689	2,352						
No. Amer. Accl. ....	50,340	14,347						
No. Amer. Life & Cas. ....	837,615	340,560						
Northern Life, Wash. ....	4,971	1,004						
Norwich Un. Indem. ....	3,078	1,018						
Occidental Life ....	60,068	29,860						
Ocean Accident ....	6,402	6,732						
Ohio Casualty ....	1,421	746						
Ohio State Life. ....	44,007	17,200						
Old Line Life. ....	49,132	14,329						
Paul Revere Life. ....	137,852	45,929						
Pennsylvania Cas. ....	567	278						
Phoenix Indem. ....	10,614	1,674						
Plain Dealers Mut. ....	4,439	1,046						
Preferred Accl. ....	7,704	2,375						
Prog. Mut. Assn. ....	36,488	13,948						
Protective Indem. ....	203	15						

## Another Royalty Demand

WASHINGTON—The example of the coal miners in demanding a royalty of 10 cents per ton on coal produced for miners' health insurance, medical benefits and hospitalization is being followed by telephone operators here handling long distance calls. They want a royalty of 5 cents per call, to go into a welfare fund for health protection, insurance benefits, etc.

## Seeks to Finance Appeal

Milton L. Williams of Chicago, a securities salesman, is secretary of a committee that is soliciting public stockholders of Maryland Casualty to contribute 10 cents a share to finance an appeal from the decision, unfavorable to Williams, that was rendered by Federal Judge Igoe of Chicago in the case brought by Williams against Maryland and R.F.C.

## Hear Circus Injury Claims

HARTFORD—The circus fire claim arbitration board, having largely disposed of the death claims, has turned its attention to claims of those injured in the conflagration and subsequent panic.

## LIVE STOCK

Hartford Accl. ....	22	.....
Hartford Live Stock. ....	12,211	7,368
Total, 1944 ....	12,233	7,368
Total, 1943 ....	20,055	7,412
Total, 1942 ....	17,745	9,292

## SPRINKLER LEAKAGE &amp; WATER DAMAGE

Aetna Cas. ....	11,723	2,444
Commercial Cas. ....	16	.....
Indem. No. Amer. ....	185	.....
London Guar. & Accl. ....	150	.....
Maryland Cas. ....	270	52
Metropolitan Cas. ....	62	.....
Phoenix Indem. ....	81	5
U. S. F. & G. ....	402	217
Total, 1944 ....	12,339	2,718
Total, 1943 ....	9,600	3,804
Total, 1942 ....	8,502	2,061

## CREDIT

Amer. Credit Indem. ....	42,805	—248
Employers Reins. ....	1,479	.....
London Guar. ....	1,264	.....
Total, 1944 ....	46,566	—248
Total, 1943 ....	42,439	121
Total, 1942 ....	32,155	344

## STEAM BOILER &amp; MACHINERY

Aetna Cas. ....	10,914	.....
Amer. Employ. ....	2,246	.....
Amer. Guar. ....	41	.....
Arex Indem. ....	72	.....
Columbia Cas. ....	1,797	.....
Continental Cas. ....	289	.....
Eagle Indem. ....	—21,139	.....
Employers Liab. ....	10,159	4,192

## Strong Automobile Responsibility Law Passed in Md.

A strong motor vehicle safety responsibility law of the New York-New Hampshire type has been passed by the Maryland legislature and signed by the governor. It becomes effective Jan. 1, 1946.

The law provides for suspension of license of the operator or owner of an uninsured car involved in an accident resulting in bodily injury or death to another person or property damage of more than \$50 unless security is deposited with the motor vehicles department sufficient to satisfy any judgments arising from the accident.

Reinstatement of license and registration depends on deposit of security required, lapsation of one year, release from liability, final adjudication of non-liability, confession of judgment payable in installments or agreement with person sustaining damage.

## Minn. Auto Accident Cost

ST. PAUL—Motor vehicle accidents in Minnesota in 1944 cost in actual cash \$8,700,550, according to an estimate of the state highway department. There were 355 deaths whose cost was put at \$3,550,000, and 6,789 persons injured at a cost of \$3,394,500. Property damage loss was set at \$1,756,050.

One award of \$50,000 was made to a 21-year-old New Britain boy, while a Hartford woman received \$34,000, and several other awards averaging about \$5,000 were made.

A suit for \$150,000 against the circus and the city of Hartford has been filed on behalf of a 5-year-old Plainville girl for injuries suffered in the fire. This is the largest suit filed as a result of the fire.

## Another Royalty Demand

WASHINGTON — The example of the coal miners in demanding a royalty of 10 cents per ton on coal produced for miners' health insurance, medical benefits and hospitalization is being followed by telephone operators here handling long distance calls. They want a royalty of 5 cents per call, to go into a welfare fund for health protection, insurance benefits, etc.

## Seeks to Finance Appeal

Milton L. Williams of Chicago, a securities salesman, is secretary of a committee that is soliciting public stockholders of Maryland Casualty to contribute 10 cents a share to finance an appeal from the decision, unfavorable to Williams, that was rendered by Federal Judge Igoe of Chicago in the case brought by Williams against Maryland and R.F.C.

## Hear Circus Injury Claims

HARTFORD—The circus fire claim arbitration board, having largely disposed of the death claims, has turned its attention to claims of those injured in the conflagration and subsequent panic.

## NATIONAL Automobile and Casualty Insurance Co. LOS ANGELES

## Condensed Financial Statement

DECEMBER 31, 1944

In Accordance with Requirements of the  
National Ass'n of Insurance Commissioners

## ASSETS

Cash in Banks and on Hand	\$ 975,353.46
United States Government Bonds	7,709,630.00
State, County and Municipal Bonds	47,109.00
Premiums Outstanding—Not Overdue	1,529,830.61
Other Admitted Assets	36,025.04
<b>TOTAL ADMITTED ASSETS</b>	<b>\$10,297,948.11</b>

## LIABILITIES

Reserve for Losses and Loss Expense	\$ 4,267,325.49
Reserve for Unearned Premiums	2,715,355.32
Reserve for Federal and State Taxes	460,372.00
Reserve for Dividends to Policyholders	350,500.00
Other Reserves	428,535.78
<b>TOTAL LIABILITIES</b>	<b>\$ 8,222,088.59</b>
Capital Paid-Up	\$1,000,000.00
Surplus	1,075,859.52
Surplus to Policyholders	\$ 2,075,859.52
<b>TOTAL</b>	<b>\$10,297,948.11</b>

ALL FORMS OF  
CASUALTY INSURANCE AND BONDS

Indianapolis—Houston—Dallas—San Francisco—Seattle—Portland—San Diego



# New audit book says . . . "STOP and LOOK!"



THERE'S no danger of your prospects becoming confused or bored with the new U.S.F. & G. Personal Insurance Audit Book . . . because each page in it says, "Stop and look!"

Yes, every fire and casualty hazard is illustrated with a striking photograph . . . every coverage is explained in a short, simple sentence. No client can list his policies without seeing graphic illustration of other coverages which he needs to protect himself and his family. This book is packed with "sell" from cover to cover!

An exclusive, copyrighted feature of U.S.F. & G. and F. & G. Fire Corporation, this Personal Insurance Audit Book is the most powerful sales weapon we've ever placed in the hands of our agents. Right now it's being featured in part of U.S.F. & G.'s widespread national advertising and all requests for copies of the audit are being sent to our local agents. Tie in with this campaign! Use the new Personal Audit on every call. It's the proven way to bigger sales!

## U.S.F. & G.

UNITED STATES FIDELITY & GUARANTY CO.

affiliate:

FIDELITY & GUARANTY FIRE CORPORATION

HOME OFFICES: BALTIMORE 3, MD.

Consult your insurance agent or broker



as you would your doctor or lawyer

## ACCIDENT AND HEALTH

### Seek to Cut R. I. Sick Plan Deficit

In an effort to get Rhode Island's cash sickness plan on a solvent basis, the state unemployment compensation board has recommended several new limitations in payment of benefits. Last year the plan's payments exceeded contributions by \$600,000 and a greater deficit may be expected for 1945, the board warns.

Imposition of a shorter time limit than the present 25 months on eligibility for benefits for those who have retired from the labor market, is urged. The board warns that if this situation is not corrected, after the war ends the fund will be paying benefits to persons

who have been temporarily employed and do not expect to return to work.

Benefits should be based on annual earnings rather than on the highest earnings in any one quarter as a person earning \$500 a year, of which \$315 was in one quarter, can collect \$18 weekly compared to \$13 for a person earning \$1,000 a year on a level payment basis.

Limiting the number of weeks benefits can be collected on pregnancy cases is suggested as under the present law it is possible to collect as much as \$729 during one pregnancy. In its first benefit year the plan paid out \$652,380 to 4,310 women in maternity grants.

Denial of cash sickness benefits to persons collecting workmen's compensation for industrial injuries, is also recommended. Under the present law

some persons get more than 100% of their weekly earnings plus all medical expenses by collecting both sickness and compensation benefits. At least 755 persons are known to have collected more money when ill than they would have earned if well, the board states.

### Conn. State Disability Fund Bill Is Debated

HARTFORD—A lively hearing was held by the assembly's insurance committee on a bill creating a state insurance system to provide medical, dental and hospital care for all persons employed in Connecticut. The fund would be financed by contributions from employers and from the state.

Lieut. Gov. Wilbert C. Snow and Miss Margaret E. Connors, C.I.O. Council, endorsed the measure which was opposed by the Connecticut Medical Society, the Manufacturers Association of Connecticut, Christian Science churches and the Citizens Medical Reference Bureau of New York.

The same objections are being made to state health insurance today, Lieut. Gov. Snow asserted, as were made to the adoption of the public school system. The opposition slogan a century ago was "political education," while today it is "political medicine."

Opponents argued that health is an individual problem, which shouldn't be transferred to the employer or to the state, and that a compulsory insurance plan would violate the individual's freedom. The difficulty and expense of administering such a plan were stressed, as was that it might encourage malingering.

The C.I.O. Council also supported two bills which would extend the age limit from 60 to 65 for disability benefits under group contracts.

The C.I.O. contended that older persons employed in industrial plants during the war period are being discriminated against in not having this coverage when they need it most.

Berkeley Cox, assistant counsel Aetna Life, pointed to the unfavorable experience which companies have had with such disability benefits even up to the age of 60, and said that elimination of that age limit would probably make it impossible for the companies to continue writing such lines. He also pointed out that the bills as drawn went beyond even their own expressed objectives, inasmuch as they would abolish any kind of age limit in any kind of group policy.

### "Why Disability" Booklet for 1945 Is Ready

The 1945 edition of the popular "Why Disability Insurance Is a Good Investment for You" booklet, which gives the latest facts and figures on accident, sickness and hospitalization, will be off the press next week. Prices without imprint are: 100, \$2.50; 200, \$4.60 and 500, \$9.70. For samples and large quantity prices write: The Accident & Health Review, 175 West Jackson boulevard, Chicago 4, Ill.

### Advisory Board Named on Purdue A. & H. Courses

The advisory board of agency and company men named by Clarence A. Sholl, president National Association of Accident & Health Underwriters, to confer with officials of Purdue University plans to make the accident and health course there a permanent feature, includes S. C. Carroll, vice-president Mutual Benefit Health & Accident; W. B. Cornett, vice-president Loyal Protective Life; R. J. Costigan, Business Men's Assurance, Kansas City, first vice-president National association; Clyde E. Dalrymple, Preferred Accident, Milwaukee; Emerson Davis, Inter-Ocean Casualty, Dallas; Rex A. Edmonds, vice-president Fidelity Health & Accident; Hamilton Ferguson, Occidental Life, Chicago; Harold R. Gordon,

managing director Health & Accident Underwriters Conference; W. T. Grant, chairman of Business Men's Assurance; C. Norman Green, Hoosier Casualty, Indianapolis; M. F. Houston, Washington National, Kansas City; W. E. Lebbey, Massachusetts Indemnity, Los Angeles; G. F. Manzelmann, president North American Accident; E. H. Mueller, Milwaukee, chairman National association planning committee; James E. Powell, vice-president Provident Life & Accident; H. P. Skoglund, North American Life & Casualty, president Health & Accident Underwriters Conference; Armand Sommer, Continental Casualty, Chicago; J. Harry Wood, vice-president Massachusetts Protective; C. W. Young, president Monarch Life; Mansur B. Oakes, Indianapolis, chairman National association educational committee, and Mr. Sholl.

The board is holding its first meeting at Purdue Friday and Saturday.

### Neel Urges Liberalization of Blue Cross Plans

Commissioner Neel of Pennsylvania, in addressing the annual dinner of Capital Hospital Service of Harrisburg, urged that the Blue Cross plans establish a policy of reciprocity on an intrastate basis with the idea eventually of extending this program nationally.

Mr. Neel suggested that a surplus equal to five months utilization is adequate for a Blue Cross plan and when such surpluses reach the equivalent of six months utilization the idea of furnishing additional services without additional cost should be considered.

All the Blue Cross plans of Pennsylvania, he said, should adopt plans for selling subscriptions to individuals including maternity benefits after one year of membership.

Before contracts are presented to the department for approval, Blue Cross management should agree on the contracts to be entered into with the hospitals as well as the subscriber contracts.

Plans should be considered for providing benefits for dependent aged parents of subscribers as well as for dependent children.

### Seek to Prevent Special Hospital Rates in Mich.

LANSING, MICH.—A Michigan house bill prohibits the practice of hospitals of granting special rates to non-profit hospital service corporations. It provides that "it shall hereafter be unlawful for any such corporation to enter into any such contract whereby any hospital shall be required to accept payment from such corporation on account of its charges for services rendered a subscriber in an amount less or on a basis different than that imposed upon the general public."

### Non-Can Reinstatement Issue Won by Insurer

Continental Casualty has been upheld by the Illinois appellate court, first district, in its refusal to consider reinstating a lapsed non-cancellable A. & H. policy without the assured first reducing the amount of his disability insurance in all companies to \$500 of monthly indemnity or 50% of net earned income, either or both.

Attorney Nat M. Kahn of Chicago was the assured. He bought his Continental Casualty policy in 1923 providing \$400 a month for life for permanent disability from accident or sickness and from that time until June 15, 1941, paid premiums aggregating 3,096 and had made no claim. In 1941 he tendered the premium a day after the expiration of the grace period. The company took the position the policy had lapsed and he was furnished with a reinstatement form. Mr. Kahn struck out the word "application for reinstatement" in the form and called it simply "a statement." He answered the questions although he altered the text of some of them. He showed that



## COAL OPERATORS CASUALTY COMPANY

HOME OFFICE  
20th Floor — Oliver Building  
PITTSBURGH 22, PA.

### Assets

Cash in Banks and Office.....	\$ 886,454.79
Investments:	
United States Government Bonds.....	\$1,061,588.30
State and Municipal Bonds.....	494,446.01
Railroad Bonds.....	354,623.20
Public Utility Bonds.....	537,035.90
Industrial and Other Bonds.....	390,323.24
Total Investments.....	2,838,016.65
Premiums not over three months due.....	436,825.84
Accrued Interest and Other Assets.....	18,097.72
Total Admitted Assets.....	\$4,179,395.00

### Liabilities

Reserve for Losses.....	\$2,844,459.68
Reserve for Loss Adjustment Expenses.....	217,745.56
Reserve for Unearned Premiums.....	477,825.70
Reserve for Commissions.....	43,000.00
Reserve for Taxes and Expenses.....	73,948.77
Reserve for Policyholders Dividends.....	21,347.82
Capital Stock.....	\$200,000.00
Surplus.....	301,067.47
Surplus to Policyholders.....	501,067.47
Total.....	\$4,179,395.00

N.B.—Securities carried at \$245,941.15 in the above statement are deposited as required by law. On basis of December 31, 1944, Market Quotations for all Bonds owned, the Company's Total Admitted Assets and Surplus would be increased \$39,819.10.

Workmen's Compensation  
General Liability

Property Damage  
Underground Property Damage



he carried \$250 permanent disability coverage in Metropolitan Life, \$400 in Continental Casualty and \$233.33 in Fidelity & Casualty and stated that his earned income in the previous calendar year was \$7,958.

Continental replied that it was willing to participate in up to \$500 of monthly indemnity or 50% of net earned income either or both. This could be done by reducing or canceling other insurance or reducing the Continental policies. Mr. Kahn was told that when the question of indemnities was cleared up Continental could then go into the physical insurability.

The court rejected various arguments of the assured that the policy had not actually lapsed and also his argument that in connection with reinstatement, the insurer was limited to an investigation of matters of health alone.

#### C. O. Pauley Testifies

C. O. Pauley, secretary of Great Northern Life, testified as an expert, stating that it is the custom of insurers not to participate in H. & A. cover providing indemnities for the full amount of demonstrated earning capacity, that insofar as non-can policies are concerned the prevailing maximum limit of insurance for total indemnities is from 50 to 60% of insured's demonstrated earned income exclusive of investment income. The companies desire to make the insured a coinsurer of his earning power to some extent in order to protect against malingering, carelessness, self imposed accidents, etc. According to Mr. Pauley and A. B. Hvale, assistant secretary of Continental, sound underwriting judgment would indicate that Mr. Kahn was insurable for total indemnities of about \$400 a month. However, Continental agreed to set a limit of \$500. Mr. Kahn just a month prior to tendering the Continental premium in 1941 bought the F. & C. policy and Continental inquired why he could not have canceled that short lived policy.

It was pointed out that when Mr. Kahn bought the policy in 1923, Continental investigated his occupation, policies in other companies, habits, etc., and the court agreed with Continental that it would be inconsistent that "insurability" meant one thing when a policy was written and another when it is asked to be reinstated after lapse.

Mr. Kahn could have had the full benefit of the lapsed policy had he cared to make the appropriate revision of his disability limits in the other policies.

Mr. Kahn represented himself in the case and Taylor, Miller, Busch & Boyden acted for Continental.

#### National A. & H. Business Meet in Chicago June 28-29

To comply with the request of the federal government, banning national conventions, Clarence A. Sholl, president of the National Association of Accident & Health Underwriters, has announced that a streamlined wartime business meeting of the executive board and national council will be held at the Edgewater Beach hotel, Chicago, June 28-29 for the transaction of necessary business and election of officers. This will be in lieu of the regular annual convention, which was scheduled for Denver some time in June.

Letters have been sent to the presidents of all local associations, asking that they elect delegates and alternates to this meeting at their next regular meetings.

#### Discuss Milwaukee Ad Campaign

MILWAUKEE—The cooperative advertising program of companies and agents, sponsored by the Accident and Health Underwriters of Milwaukee in local newspapers, stressing the advantages of complete accident and health protection provided by private companies through regularly licensed agents, will be discussed at the luncheon meeting Thursday, Alfred Perego, Wisconsin National Life, is chairman of the advertising committee. The National

association program of expansion will be discussed by E. H. Mueller, chairman national planning committee.

#### Fear Optimistic Rates

Some executives of conservative accident and health companies are deploring the action of some of the more daring institutions these days that are getting out new contracts, the premium being based on the current claim ratio. Due to high wages there is very little malingering. A policyholder would much rather be at work than receive benefits from his company. The more

conservative companies, therefore, declare that it is a foolhardy blunder to count the present loss ratio conditions as being at all permanent.

#### A. & H. Course in Los Angeles

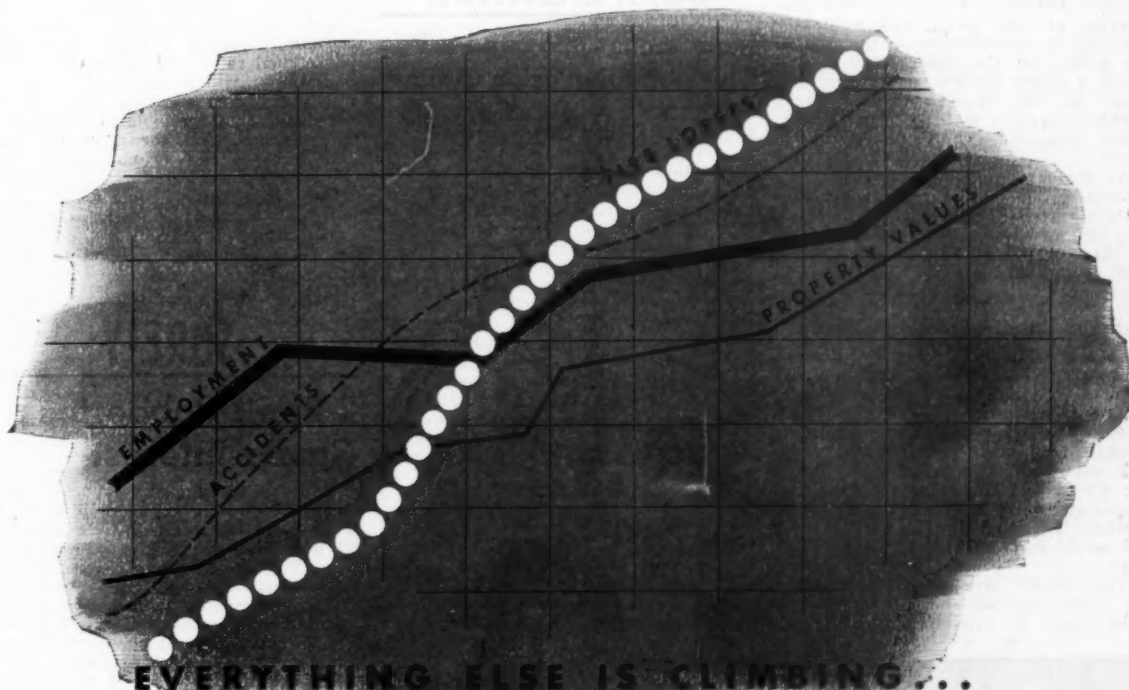
The Accident & Health Producers Association of Los Angeles will hold the first session of the accident and health course approved by the National association early in April. T. A. DeBolt, who has been with the Los Angeles city schools and the state department of education and for 15 years an instructor in salesmanship and sales promotion,

will be the instructor. Enrollment will be limited to 50 in each class. It is expected that several classes will take the course. W. E. Lebby, Massachusetts Indemnity, is chairman of the association's educational committee, which has charge of the course.

Louis A. Arzt of the E. A. Ellis agency of Pacific Mutual Life reviewed the compulsory health insurance bills before the California legislature.

#### Earl Brink's Lake Cruise

Earl B. Brink, of Detroit, Michigan manager of Mutual Benefit Health &



how about  
your  
business?

Employment—Production and Property Values—have reached or passed "all-time highs." Fire losses, accidents—casualties of every kind—are mounting daily.

What should these facts mean to you, whose duty it is to provide protection against losses from casualties of nearly every type? Do the figures of your business volume show the same upward trend?

Manufacturers has streamlined its policies and services to suit the Age in which we live and work. If you, too, will join us in the effort, your business will surely benefit.



MANUFACTURERS

Casualty Insurance Company • Fire Insurance Company

PHILADELPHIA

W. STANLEY KITE, President

"Write  
Manufacturers  
-it pays!"

Accident and United Benefit Life, will hold his annual lake cruise May 31-June 3, for members of his agency and guests. The trip will include Georgian Bay and Mackinac. There will be a good sized delegation from the home office and a number of managers from other states will be on hand, in some cases accompanied by some of their agents.

#### Round Table in Newark

In a round table discussion of "The Business of Accident & Health Insurance vs. Legislative Trends," President William Ford of the Newark Association of Accident and Health Underwriters declared that private enterprise on one hand, and voluntary purchase or subscription on the part of the public on the other hand, would create a public service superior to anything so far offered by compulsory health insurance, state or federal bills, either proposed, contemplated or in effect.

At the next meeting April 17, Eric Boehm, group accident and health underwriter at the home office of the Loyalty group, will speak on "Social Security Abroad and in This Country." He was in the business in Europe before the war.

#### Catholic Family Protective Setup

Catholic Family Protective Life of Milwaukee is now issuing two policies to protect against expenses caused by illness or accident. The "income protector" disability policy pays for 36 weeks for accident total disability for "his occupation," with one-half partial for 13 weeks; 26 weeks for confining illness and one-half non-confining for 26 weeks. The annual premium for each \$10 weekly and \$1,000 principal sum is \$15.

The "family security" policy, covering the father, mother and dependent children under 19, provides \$3.50 per day

hospital for 30 days, with \$10 operating room, \$7.50 ambulance, \$5 each for anesthesia, x-ray, laboratory or dressings. For childbirth or pregnancy, \$5 per day for 10 days is provided after one year. In case of a multiple birth, the rate is doubled. Operations are covered according to schedule from \$5 to \$75, to a maximum of \$100 per year for the entire family. Doctor's calls are paid for at the rate of \$1.50 up to \$50. The annual premium for one person is \$24 and for husband and wife \$35, with \$5 additional for each child up to five.

## COMPENSATION

### Mandamus Ohio Fund to Pay Cleveland Explosion Claims

COLUMBUS—A mandamus suit has been filed in the Ohio supreme court to determine whether the state or the East Ohio Gas Company shall pay the claims arising from the explosion and fire in the company's plant in Cleveland Oct. 20. The suit is filed on behalf of a dependent of a victim of the fire by legal counsel for the gas company. The action seeks to compel the Ohio industrial commission to pay the claims out of its "catastrophe fund," to which the gas company contributes, although it is a self-insurer. The fund is expected to handle claims of \$15,000 or more and it is said there was \$3,821,437 in the fund Dec. 31, 1943. Seventy-three employees were killed. The state has processed 52 claims, but insists that the gas company pay them.

### Rules on Boeing Crash

SEATTLE — The Washington supreme court has ruled that Boeing Aircraft Company and Frye & Co., and their respective classes under the monopolistic workmen's compensation act,

must bear the claim cost assessment growing out of the death and injury claims caused by the Boeing bomber crash into the Frye plant in 1943. As a result, the meat packing classification will be obliged to bear additional assessments over the next five years of more than \$200,000.

### New On-Shore, Off-Shore Rule

SAN FRANCISCO — Commissioner Garrison has approved the new workmen's compensation manual rule on the writing of on-shore and off-shore operations of stevedores, shipwrights, chandlers, etc. The proposal, which Chief Assistant Commissioner Lloyd said did not satisfy anybody, provides that insured shall segregate their off-shore and on-shore payrolls. If this is done, regular manual rates will apply to on-shore operations, which are subject to the California compensation law. If insured finds it impossible to maintain accurate segregation, then the entire payroll will be used in computing rates. However, in the latter case the rule sets up a special rate schedule which is considerably less than state rates, to allow equalization of payrolls subject to the state law and those subject to federal laws.

## SURETY

### 2 Bank Robberies Cause Interest

Considerable interest is being taken by surety people in the holdup of the First National Bank at Greenville, Ill., in which \$28,882 currency was taken. The three armed robbers were captured near Litchfield, Ill., nearly six hours later. The recovered currency had not been accurately checked early this week but it appeared that there would be a net loss of about \$3,800. London Lloyds had the insurance through Scarborough & Co. of Chicago.

The significance of the robbery to surety interests is that it may spell the beginning of a crime wave against banks. This loss and a \$25,000 bank messenger holdup at Washington, D. C., occurred at about the same time.

The robbers at Greenville entered the bank with the janitor at 8:45 a.m. They waited 20 minutes for the time clock to open on the safe. As the employees came to work they were forced into the safety deposit vault by the bandits. The same thing was done to customers. When the bandits left eight employees and 17 customers were in the vault.

Scarborough & Co. is getting out a bulletin to bankers pointing out the loss prevention lesson in this case. The suggestion is made that the first employee to enter the bank in the morning be instructed to perform some simple routine such as raising a curtain, changing the location of a plant or shifting a picture if all is well. If that routine is not performed it would be a warning of trouble to the employees arriving later.

At a farm house where one of the bandits was hiding out he stole a suit of clothes and Lloyds intends to reimburse the farmer for that loss.

William Bardwell of Eckert & Peterson, Chicago attorneys, is in Greenville representing Lloyds.

### BANK MESSENGER ROBBERY

WASHINGTON—Loss of approximately \$25,000 cash in a daylight robbery last week of two messengers of the National Bank of Washington on the street immediately in front of the bank was fully covered under a Lloyds bankers blanket bond, according to R. J. Dooley, bank vice-president.

### Porter Is Portland Speaker

PORTLAND, ORE. — At the monthly meeting of the Portland Surety Association, Clarence Porter, Oregon manager of Fidelity & Deposit, talked on public official bonds.

Vice-president Elwyn A. Wilde sug-

gested that insurance women handling surety lines for the various offices be invited to the meetings, which was approved.

Frank L. Emery, newly appointed deputy insurance commissioner in Portland, attended the meeting.

### \$15 Million Bond Evaporates

WASHINGTON—The surety industry missed a big piece of business when the coal producers' committee in wage contract negotiations with United Mine Workers rejected John L. Lewis' demand that the producers post a \$15 million surety bond to guarantee that they will make good on any wage increase, retroactive to March 31.

The national war labor board ordered coal production continued pending agreement on a wage contract and that any wage increases be made retroactive, but did not require bond.

Prior to that Secretary of Labor Perkins had eliminated from the 18 demands of the miners the one proposing a 10 cent per ton royalty on coal produced, the proceeds to be used for miners' health insurance, hospitalization and medical care.

Secretary Perkins said the royalty should be proposed, if at all, between wage conferences and a long study given to it and a good deal of advance private conversation.

### Minnesota Surety Men Elect

MINNEAPOLIS—At its annual meeting Monday the Surety Association of Minnesota elected these officers: A. B. Lillejord, Fidelity & Deposit, president; D. D. Templeton, Aetna Casualty, vice-president; C. G. Cedarleaf, New Amsterdam Casualty, secretary, and J. H. Dale, Glens Falls Indemnity, treasurer.

## PERSONALS

R. J. Dunn, public relations director of the Kemper companies at Chicago, who has been incapacitated by illness for some time, has now left the hospital and is at his home at Wilmette, Ill.

Ogden Davidson, U. S. manager, and A. F. McCarthy, agency superintendent of Accident & Casualty, have returned to the New York head office after a trip of more than a month to the Pacific Coast.

Boyd N. Everett, treasurer of Continental Casualty and Continental Assurance, is on a Pacific Coast trip.

William Hochfeldt of the brokerage firm of Hochfeldt, Boerma Company of Aetna Casualty in Chicago was honored at a party by the Aetna Casualty Club there on his 25th anniversary as representative of the company.

Edwin F. Deicke, president of Suburban Casualty and Pioneer Fire, returned from a weekend trip in Mexico the other day with a three-foot trophy, second prize in the international sail fish rodeo at Acapulco on the Pacific Coast. It was a three day tournament with about 80 fishermen taking part. Mr. Deicke's fish was nine feet, five inches and weighed 105 pounds.

Two Aetna Casualty men in Chicago, Frank Apitz, special agent, and William Holmes of the claim department are marking their 25th anniversary in April.

A. W. Spaulding, vice-president of Hartford Accident, has been appointed a director and member of the executive committee of the Connecticut Chamber of Commerce to fill a vacancy.

### WILL BUY PARTNERSHIP

Experienced and capable CASUALTY MAN (age 43) will make substantial investment in a well established GENERAL Agency. Address Box B-40, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

SUCCESS in the insurance business is not based on a static program, but on adaptable planning that continually keeps pace with fast-changing conditions. That's why a Company, whose viewpoints are kept up-to-date and unfettered by tradition, is invaluable to the producer who needs prompt and forward-looking assistance. These are assets on which Pacific Employers has built its reputation for

"SERVICE THAT RENEWS"

**PACIFIC EMPLOYERS INSURANCE COMPANY**

VICTOR MONTGOMERY, President

*A Capital Stock Casualty Insurer*

HOME OFFICE 1033 SOUTH HOPE STREET, LOS ANGELES 15





## CHANGES IN CASUALTY FIELD

### Am. Auto Officers Elected to Associated Posts

O. L. Schleyer has been elected president; D. R. Sessions, executive vice-president; Otto Patterson, vice-president, and R. Z. Alexander, vice-president and director of Associated Indemnity and Associated Fire & Marine. All of these officers, except Mr. Alexander, have been directors of the Associated companies since their purchase by American Auto in 1943.

Prior to the meeting L. H. Mueller, former chairman of Associated, and L. S. Moorhead, former president, had submitted their resignations.

The office of chairman was abolished and that of executive vice-president created.

#### Sessions in Charge on Coast

Mr. Sessions, who has been vice-president of American Auto since 1939, now becomes chief executive officer in charge of the operations of the American-Associated companies on the coast. He has been a member of the American Auto staff since 1922, when he organized the branch at Detroit. He served as manager there until 1930, when he was transferred to Los Angeles, where he has since served as manager, resident vice-president and, since 1939, as vice-president.

Since purchase by American Auto of the Associated companies steady progress has been made in the program of consolidating the branches and coordinating the production, underwriting, claims and engineering services. Branch office managements have been consolidated in 21 of the 22 cities. The latest consolidation was in San Francisco, where the joint northern California branch has announced the opening of its new offices in the Associated Indemnity building at 332 Pine street. This branch is in charge of George R. Adams as manager. In Los Angeles, the one city in which the American and the Associated companies are still operating through separate branches, plans are under way for the consolidation, probably by midyear.

### Md. Casualty Forms Branch at Memphis

Maryland Casualty has opened an office at Memphis to handle the territory formerly reporting to the general agency of Henderson & Schley, western Tennessee, eastern Arkansas and a portion of Kentucky.

Ralph P. Hanger, formerly assistant resident manager at Charlotte, N. C., was appointed resident manager at Memphis.

Mr. Hanger joined Maryland as a student in the training school in 1927. The next year he was made a special agent at St. Louis office, and in 1930 became manager of the casualty department at Kansas City. From 1936-1939, he was an underwriter in the liability department, home office. He went to Charlotte in 1939 and became assistant resident manager there a year later.

Ben R. Henderson, the surviving member of the agency of Henderson & Schley will continue to represent Maryland in the production of business in Memphis and vicinity. Clinton W. Schley, partner in the agency and one of the most widely known insurance men in the south, died March 9.

Francis Spearman, who has been with American Automobile, has joined Employers Mutual Liability to be in charge of the newly opened burglary and plate glass department at the New York office.

### Employers Sets Up New Departments

A number of promotions have been made by the Employers group in connection with the creation of several new departments at the home office in Boston.

A separate education department has been established with Warner C. Danforth, now supervisor of training, as a director. He has been with Employers since 1927, serving as special agent, agency supervisor in the Illinois department and casualty manager of the western Massachusetts department before being transferred to the home office. He became supervisor of training in 1942.

Mr. Danforth has also been an instructor at Boston University evening college of commerce since 1942, and insurance instructor for the American Savings & Loan Institute. He is a member of the American Association of University Teachers of Insurance.

Charles M. Strauss has been given the title of assistant superintendent of

the fidelity department under Roger Whear, superintendent. He has been with Employers since 1925. About 10 years ago he took over the underwriting of probate and court bonds. When the bonding department was reorganized into the fidelity and surety departments, he was assigned to the fidelity department.

#### Accounting Department Shifts

Harold H. Mitchell, formerly superintendent of the accounts department, has been made superintendent of accounting of Employers Liability, a newly-created position. He will continue as assistant treasurer of American Employers and Employers Fire. He started with Employers Liability more than 30 years ago as a mail boy. He was made assistant superintendent of the accounting department in 1926 and superintendent in 1942.

Charles E. Houghton succeeds him as superintendent of the accounts department. John McDonald, who has been an accountant in the accounts department, will now be assistant superintendent.

The expense control department, which has handled matters of expenses and expenditures, has been discontinued and new methods and planning and

budget departments have been set up. Clarence G. Scholtz, who was superintendent of the expense control department, takes the new position of superintendent of costs and methods. Richard E. Alger has been promoted from assistant superintendent of the expense control department to superintendent of methods and planning. W. O. Gaythwaite, also formerly assistant superintendent of the expense control department, will be superintendent of the budget department.

### Owen with Continental F. & C. as Vice-president

Rufus W. Owen, regional safety consultant for the U. S. Department of Labor and the national committee for the conservation of manpower in war industries in region 7, has resigned to become vice-president and safety director of Continental Fire & Casualty of Dallas.

Mr. Owen is nationally known in the safety movement, having served in responsible offices with the American Society of Safety Engineers, Texas Safety Association and the Veterans of Safety. He has been identified with safety engineering for 18 years, and prior to

## Accidents aren't rationed



Though gas and tire rationing have greatly curtailed the use of cars, accidents are still happening and with increasing regularity. Alert agents and brokers are bending every effort to insure clients and prospects against the hazards of wartime driving.

Reduced automobile insurance rates and the need for medical payments and higher limits all point to increased salability of this coverage.

Today with more people in position to purchase this and other needed forms of protection, Standard agents and brokers have the advantage of a wide variety of up-to-the-minute production aids—sparkling direct mail selling folders—convincing survey forms—attention compelling window posters.

A Standard field man can give you details or write the Home Office at Detroit.

### STANDARD ACCIDENT INSURANCE COMPANY

ONE OF AMERICA'S OLDEST AND LARGEST CASUALTY & BONDING COMPANIES

and its Fire and Marine affiliate **PLANET INSURANCE COMPANY**

HOME OFFICES, DETROIT 32, MICHIGAN

being regional safety consultant for the Department of Labor in 1941, he had served as safety engineer with various insurance companies.

#### New Claim Office at Roanoke

Hartford Accident has opened a claim office in the Colonial-American Bank building, Roanoke, Va. J. M. Gravely is the resident adjuster. Mr. Gravely has had a number of years of claim experience and was formerly with the Nichols Company in charge at Hagerstown, Md. The Roanoke unit is under the jurisdiction of the Richmond office headed by Parran Belt.

#### Elect Four New Directors

Manufacturers Casualty and Manufacturers Fire have elected four new directors, they being Wm. H. Brown, secretary and treasurer American Viscose

Corp.; Benjamin F. Swain, vice-president Provident Trust Co., Philadelphia; Eugene E. Heaton of Heaton, Mules & Ireton, Baltimore; W. Shepherd Drewry, vice-president and general counselor Manufacturers Casualty and Manufacturers Fire.

#### Ohio Farm Bureau Promotions

The Ohio Farm Bureau Companies have appointed P. L. Thornbury home office attorney, handling general legal matters in conjunction with the law firm of Ballard & Dresbach, general counsel. John W. D. Moore, claims supervisor for four years, has taken over Mr. Thornbury's former duties.

Jesse M. Tindall, 76, special agent in central Indiana of Federal Life & Casualty for 15 years, died after an illness of two years.



**WHITEHALL 3-1484**

**SEABOARD SURETY CO.**

80 JOHN ST., NEW YORK

C. W. FRENCH, President

Specializing in  
**FIDELITY, SURETY and  
FORGERY BONDS**

## AMERICAN RE-INSURANCE CO.

Robert C. Ream, President

99 John Street, New York 7, N. Y.

DECEMBER 31st, 1944

CAPITAL . . . . .	\$2,000,000.00
Surplus . . . . .	8,296,510.25
Surplus to Policyholders . . . . .	\$10,296,510.25
Voluntary Contingency Reserve . . . . .	750,000.00
Reserve for Losses . . . . .	6,416,800.46
All Other Liabilities . . . . .	4,004,240.19
<b>TOTAL ADMITTED ASSETS . . . . .</b>	<b>\$21,467,550.90</b>

NOTE: Securities carried at \$503,479.64 in the above statement are deposited as required by law.

**CASUALTY • FIDELITY • SURETY**  
Re-Insurance

## PAYROLL AUDIT SERVICE

**ALL AUDITS OF EXPOSURE  
FOR  
CASUALTY INSURANCE CARRIERS**

Home Office  
DES MOINES, IOWA  
Service Offices  
CHICAGO, ILLINOIS  
ST. LOUIS, MISSOURI

AUDITS SINCE 1920  
IOWA, MINNESOTA, DAKOTAS,  
NEBRASKA, MISSOURI, ILLINOIS,  
INDIANA, MICHIGAN  
UNDERWRITING REPORTS

**K. L. PEARCE COMPANY**  
INSURANCE EXCHANGE BUILDING  
DES MOINES 9, IOWA

FOR OVER TWENTY YEARS WE HAVE SPECIALIZED IN MAKING COMPLETE AUDITS

## NEWS OF THE CASUALTY COMPANIES

### Coal Operators Casualty Forges Ahead in 1944

Coal Operators Casualty of Pittsburgh had a record year in 1944. Net premiums written reached a high water mark of \$2,765,232, which was an increase of 24.5%, compared with 1943. The increase came principally from workmen's compensation, \$210,696 from coal mining and \$285,144 from other sources; \$30,770 from general liability, and \$17,182 from property damage.

The company showed an investment gain of \$59,308, increase \$9,927. Income and excess profits taxes incurred are estimated at \$48,427, against \$40,000 in 1943. After dividends to stockholders of \$20,000 and policyholder refunds of \$98,676, surplus at year end was \$301,067, up approximately \$30,000. The company was admitted to three additional states in 1944, New Jersey, Oklahoma and South Carolina, and is now active in 10 states and District of Columbia. The company will mark its 10th anniversary April 11.

### National Auto Records 45% Premium Increase

A 45% increase was recorded in 1944 by National Automobile & Casualty of Los Angeles, bringing the total for the year to \$8,010,718. Assets were \$10,237,434 at year end, compared with \$8,295,235, 12 months previous, an increase of 23%.

### More Indiana Casualty Figures

To the Indiana figures presented last week should be added the figures for the following companies:

Growers Auto, total premiums \$17,422 and losses \$8,604, divided auto liability \$5,567 and \$3,326, and property damage and collision \$9,493 and \$4,613; Manhattan Mutual Auto Casualty, no premiums and \$1,113 losses, divided auto liability \$765 and auto property damage \$348; and Trinity Universal, total premiums \$274,273 and losses \$112,142, divided auto liability \$58,053 and \$15,212; other liability \$6,993 and \$125; W. C. \$3,896 and \$1,077; fidelity-surety \$9,979 and \$14,436; plate glass \$2,695 and \$722; burglary-theft \$1,657 and \$96, and property damage and collision \$108,495 and \$43,886.

In addition there are several accident and health company figures presented herewith:

Amer. Travelers L.....	852	10
Church Membs. Relief.....	129,968	30,384
Combined Mut. Cas.....	46,850	7,540
Gibraltar Indust.....	51,999	8,521
Guarantee Reserve.....	478,994	91,677
Indiana Mut. Life.....	12,762	5,412
Ind. Travelers.....	65,121	23,122
Jeffersonville Mut. Prot.....	608	600
Industrial Cas.....	55,476	15,018
Intestate Res. Life.....	9,366	10,183
Old Equity.....	10,678	6,199
Police & Firemen's.....	71,996	50,165
Prudential.....	583,630	382,645
Progressive Life.....	2,659	.....
Rex Health & Acci.....	167,344	34,885
Rural Bankers Leg.....	186,365	92,000
World Life & Acci.....	16,573	7,052

This makes the Indiana totals for 1944 as follows: Premiums \$55,167,279 and losses \$23,693,114; auto liability \$8,612,604 and \$2,611,260; other liability \$2,055,728 and \$280,163; W.C. \$10,592,625 and \$5,457,386; fidelity-surety \$2,226,521 and \$323,959; plate glass \$249,815 and \$116,797; burglary-theft \$1,033,058 and \$188,842; property damage and collision \$8,978,100 and \$4,951,931; and accident and health \$16,983,103 and \$9,693,819.

### Organization Is Proceeding

Those organizing I.E.A. Mutual of Springfield as an affiliate of the Illinois Education Association, to write accident and health and automobile insurance, are now selling guarantee certificates to raise the necessary \$25,000 and are getting commitments for the 2,500 policies that must be had at the outset. Paul

Jack, who was farm bureau manager for Tazewell county at Pekin, is in charge of the organization.

### Seaboard Surety Reports

Seaboard Surety in its 1944 report shows assets of \$8,408,002, premium reserve \$1,330,509, loss reserve \$1,124,915, capital \$1 million, net surplus \$3 million and voluntary reserves \$1,419,216. At market assets would be increased by better than \$200,000 and voluntary reserve by an equal amount.

Net operating results showed a profit after taxes of \$377,085. Before taxes the profit was \$813,064.

The ratio of losses and loss expenses incurred to premiums earned was 30.1 as compared to 25.4 the previous year. The operating expense ratio before taxes was 38.2 and the incurred tax ratio was 24.9.

### American F. & C. Dividend

American Fidelity & Casualty has declared a quarterly dividend of 15 cents per share, payable April 10 to stockholders of record Feb. 28.

Robert G. Fuller, assistant vice-president First National Bank of New York, has been elected a director of Seaboard Surety to replace the late David M. Pyle.

Atlantic Mutual Indem. N. Y.—Assets, \$1,506,303; unearned prem., \$8,797; loss res., \$1,258; guaranty fund, \$1,050,000; surplus, \$242,589.

Burglary and theft... 10,169 \$ 328

Pioneer Mutual Cas., O.—Assets, \$148,845; inc., \$41,223; unearned prem., \$63,283; loss res., \$14,500; liab. res., \$12,912; capital, \$46,995; surplus, \$42,534; inc., \$17,510.

A. & H. and Hosp... 213,469 \$ 39,865

Auto liability..... 16,125 6,894

Other liability..... 15 150

Pupil accident..... 262 .....

Auto fire..... 569 623

Auto theft..... 311 253

Auto tornado..... 88 .....

Burglary and theft... 51 30

Comprehensive..... 2,163 994

H. & M. R. (auto)... 686 91

Auto prop. damage... 11,664 7,868

Auto collision..... 5,085 5,674

Cargo..... 726 156

Total..... 251,115 \$ 62,598

Industrial Indem. Exch., Cal.—Assets,

\$8,383,303; comp. res., \$6,836,960; sur-

plus, \$1,068,109.

Workmen's Comp. ..\$7,191,193 \$2,655,716

Industrial Indemnity, Cal.—Assets,

\$3,172,355; unearned prem., \$558,027;

comp. res., \$1,602,411; capital, \$200,000;

surplus \$589,321.

Workmen's Comp. ..\$2,330,911 \$ 634,544

## DEATHS

Erastus K. Henderson, 45, with Travelers for 22 years, died at his home in Buffalo, after a year's illness.

W. C. Carpenter, 65, president of Virginia Life & Casualty of Richmond, died there. He served 24 years as a member of the Richmond common council, six as its president.

Frank H. Marquis, 77, president of National Masonic Provident, Mansfield, O., died there. He had been a director of the company since 1907, and was elected vice-president in 1924. He was honored with the 33rd degree in Masonry in Detroit more than 30 years ago, and at his death was grand treasurer of the grand council of Ohio, an office he had held for many years.

Lambert J. Craemer, assistant claim department manager of the Chicago Motor Club's insurance exchange, died from a heart attack at the age of 56. He was a graduate of Chicago Kent College of Law and member of the Chicago and Illinois bars. He was attorney for the club for 25 years.



## Other Maryland Casualty Business

(CONTINUED FROM PAGE 21)

Net Prems. Losses Pd.		Net Prems. Losses Pd.	
Ben. Assn. Ry. Empl.	4,183	3,376	
Bus. Men's Assur.	1,756	1,841	
Columbia Mut.	679	2,519	
Century Ind.	5,377	1,024	
Columbia Cas.	1,192	1,024	
Col. Nat. Life.	5,387	1,637	
Col. Mut. Life.	333	45	
Comme'l Cas.	102,692	58,226	
Commonwealth Mut.	81,752	29,646	
Conn. Gen'l Life.	1,445,227	1,397,513	
Cont. Assurance	1,982	1,670	
Cont. Cas.	130,499	37,152	
Eagle Ind.	4,627	1,082	
Educators Mut.	35,959	17,668	
Employers Liab.	5,931	1,095	
Empl. Reins.	5,588	1,569	
Equitable Soc.	427,922	289,522	
Farm Bureau Mut.	67,668	21,971	
Federal Life & Cas.	8,145	3,503	
Fid. & Cas.	21,972	4,313	
Fireman's Fd. Ind.	1,248	42	
Gen'l Accl.	32,124	9,261	
Gen'l Cas., Wash.	2	1,250	
Gen'l Reins.	5,605	1,475	
Globe Ind.	7,220	1,970	
Globe Ind.	6,874	6,739	
Great Amer. Ind.	2,891	1,657	
Hartford Accl.	12,589	1,254	
Home Ind.	134	.....	
Ill. Bankers Life.	260	.....	
Indem. N. A.	18,534	8,163	
Independence, Ky.	707	373	
Inter-Ocean Cas.	16,878	5,338	
Inter-State Bus. Men's	6,472	2,894	
John Hancock Mut.	28,946	12,715	
Keystone Auto Club.	3,933	2,179	
Liberty Mut.	893	.....	
London & Lanc.	3,636	1,069	
London Guar.	6,032	539	
Loyal Protect. Life.	13,643	6,199	
Lumb. Mut. Cas., Ill.	24,409	2,716	
Maryland Cas.	30,417	5,956	
Mass. Bonding	20,188	11,011	
Mass. Cas.	19,302	9,420	
Mass. Ind.	64,030	25,673	
Mass. Protect.	101,502	43,983	
Metropol. Cas.	5,279	1,987	
Metropol. Life	727,500	421,490	
Monarch Life	142,500	61,514	
Mut. Ben. H. & A.	553,258	252,851	
Nat'l A. & H.	137,979	38,484	
Nat'l Cas.	58,563	20,206	
Nat'l Life & Acc.	165,600	53,204	
New Amsterdam	16,502	4,962	
No. Amer. Accl.	63,010	17,806	
Ocean Accl.	4,147	553	
Ohio Cas.	4,884	538	
Pac. Mut. Life.	32,430	11,206	
Paul Revere Life.	48,712	17,558	
Peerless Cas.	24,751	7,394	
Penna. Cas.	2,702	213	
Phoenix Ind.	13,729	3,517	
Preferred Accl.	3,760	84	
Provident L. & A.	37,753	19,266	
Prudential	621,466	134,112	
Reliance Life	46,286	7,959	
Royal Indem.	36,953	39,517	
St. Paul-Merc. Ind.	375	411	
Security Mut. Life, N. Y.	1,463	405	
Standard Accl.	8,089	3,906	
State Auto. Mut.	5,776	632	
Sun-Indem.	905	60	
Travelers	735,989	450,469	
Union Labor Life.	16,579	15,105	
Union Mut. Life.	15,079	3,970	
United Ben. Life.	17,590	2,706	
U. S. Cas.	24,635	9,257	
U. S. F. & G.	24,346	10,366	
Wash. Nat'l Life.	309,726	87,618	
West. Nat'l Ind.	596	.....	
Zurich	17,908	10,064	
Total, 1944	9,053,120	5,129,879	
Total, 1943	6,020,331	3,396,000	

## SPRINKLER LEAKAGE &amp; WATER

## DAMAGE

Aetna Cas.	6,485	1,235
Comme'l Cas.	4	574
Great Amer. Ind.	282	258
Ind. N. A.	282	.....
Maryland Cas.	3,419	114
Metropol. Cas.	63	.....
Phoenix Ind.	33	.....
U. S. F. & G.	234	.....
Total, 1944	10,500	2,181

## CREDIT

Amer. Credit Ind.	54,022	165
Employers Reins.	9,874	.....
General Reins. Corp.	503	14
London Guar.	6,141	43
Total, 1944	100,540	194
Total, 1943	75,401	846

## LIVE STOCK

Hartford Accl.	370	.....
Hartford Livestock	19,225	6,579
Total, 1944	19,595	6,579
Total, 1943	17,987	7,071

## STEAM BOILER &amp; MACHINERY

Amer. Employ.	3,227	.....
Amer. Guar. & Liab.	1,515	100
Amer. Reins.	225	.....
Arex. Indem.	54	475
Columbia Cas.	6,622	611
Cont. Cas.	118	.....
Eagle Ind.	2,034	4,341
Employers Liab.	10,973	4,149
Employers Re.	14	.....
Excess	29	.....
Fid. & Cas.	5,050	86
Gen'l Accl.	712	.....
Gen'l Reins.	1,887	.....
Globe Indem.	5,100	3,427
Hartford St. Boiler.	86,368	20,437
London Guar.	191	.....
Lumb. Mut. Cas., Ill.	10,527	2,157
Maryland Cas.	23,891	4,434
Mutual Boiler	2,247	.....

that they did not have such opportunity. Although Assistant Secretary of the Navy Hansell had written that the contract was to be open to competitive bid, Procopio said "we don't want insurance open to bidding." After Massachusetts Bonding proposal had been received, he said, "we were asked whether proposals could be secured from two other companies."

"If I had not pushed this thing these companies never would have been asked to bid," Hebert suggested.

"Probably not," Procopio agreed. Consolidated business is handled by the Black brokerage firm.

Hebert said Overton Price, of W. A. Morton Co., a government insurance adviser, throws government business to that firm.

Cole suggested the navy require contractors to get from at least three carriers and let insurance on the best basis.

Procopio said the navy has applied the rating plan to 495 contracts. Manual premiums for casualty coverage under these contracts amount to \$97 million, while indicated actual cost to date is about \$43 million.

Elimination of government contractors' builder's risk, airplane, war damage, fire and other forms of property and war risk marine insurance on property

used in performing navy contracts has in effect save an estimated \$100 million in premiums from 1942 to date, Procopio said, compared with actual known losses of \$2,000,000.

Review and modification of self-insurance programs of some contractors and negotiation of premium reductions, together with savings under the rating plan increased estimated savings in insurance costs to \$132 million, he added.

Procopio said in 13 cases the carriers have sustained considerable losses under the rating plan, in one case running into five figures. He said the highest fee paid any carrier was about \$250,000.

Hebert insisted lower cost insurance can be obtained from mutual companies, but admitted there might be a difference in service.

Procopio said the competitive bid system had favored "dividend-paying companies" and resulted in "excessive profits even to low bidders." The Louisiana attorney general, he said, ruled against the rating plan being used on operational contracts. An earlier ruling there had been in favor of it.

Make some **lucky money** by selling accident on Friday, April 13. Write Accident & Health Review, 175 W. Jackson Blvd., Chicago 4, Ill., for Hoodoo Day sales campaign samples.

Commercial and Airline Pilots  
Stewardesses and Crew Members  
Private and Student Pilots  
Passengers



Meet your new prospects for

## AVIATION Accident Insurance!

MILLIONS of people are flying today as pilots, or airline passengers or as passengers in private planes. Progressive agents will "look to the sky" for future business.

*They and you will prefer "American's" ultra modern policy*

IT'S NEW ... simplified form ... broad insuring clause ... completely selective as to coverages ... only one policy form is needed to write all classes of risks—passengers on airlines, passengers on any aircraft, private pilots, student pilots, commercial and airline pilots ... may be extended to cover all non-occupational accidents in addition to Aviation Accident.

Descriptive, easily presented combination circular and application with new low rates ... and all backed with proven, prompt American Casualty Company claim and policy service.

**Aviation Accident business is here NOW!**

Write today—find out about this new policy which will enable you to become established in your community as the Aviation Insurance Office.



Capital \$1,500,000

**American Casualty Company**  
**American Aviation & General Insurance Company**  
READING • PENNSYLVANIA

All forms of Casualty, Surety, Fire and Aviation Insurance





## (CONT FROM PRECEDING PAGE)

	Total	Auto. Liab.	Other Liab.	Work. Comp.	Fidelity-Surety	Plate Glass	Burglary-Theft	Prop. D. & Coll.
	Prem. Losses	Prem. Losses	Prem. Losses	Prem. Losses	Prem. Losses	Prem. Losses	Prem. Losses	Prem. Losses
Western Nat. Indem.	15,488	1,267	3,739	2,094	386	2,919	1,623	4
Western Surety	6,049						6,049	
Wolverine	1,319,701	594,046	475,204	98,488	4,019	281	3,816	420
Yorkshire Mut. Mot.	95,160	36,248	34,915	11,205			39	15
Yorkshire Indem.	69,858	20,276	21,657	6,122	4,622	3,999	9,897	3,832
Zurich	1,393,715	594,486	218,752	24,585	136,238	14,800	280,173	22,633
Total, 1944	112,036,982*	54,361,982*	14,471,584	4,120,148	3,404,833	396,808	25,231,949	9,291,799
Total, 1943	103,996,110	44,119,270	13,896,613	4,055,769	3,073,206	460,868	25,737,476	8,336,696
Total, 1942	88,669,920	40,497,669	13,912,075	5,105,713	2,792,727	439,797	20,903,603	7,647,435
							3,814,180	104,307
							745,850	286,929
							1,580,979	219,772
							12,581,443	7,244,666

\*Includes classes shown below and fire, theft, etc., of auto. full cover insurers.

## Other MICHIGAN Casualty Business

## ACCIDENT &amp; HEALTH

	Prem. Losses	Prem. Losses
Acci. & Cas.	641	9
Aetna Cas.	924	13
Aetna Life	3,589,242	3,401,624
Alliance Life	29,365	19,828
Allstate	37	
American Auto.	159	1
Amer. Cas.	82,323	44,254
Amer. Employers	6,272	1,847
Amer. Motorists	503	268
Amer. Mut. Liab.	1,928	77
Amer. Reins.	138	
American States	28,562	7,692
American Surety	148	3
Anchor Cas.	376	43
Ann Arbor R.R. Emp.	8,770	8,085
Assoc. Ind.	57	
Bankers Indem.	255	112
Bankers Life, Ia.	11,580	5,215
Beneficial Stand.	398	27
Ben. Assn. Ry. Empl.	274,315	174,064
Buckeye Union Cas.	3,833	86
Business Men's Assur.	106,841	66,893
Celina Mutual Cas.	98	67
Central Life, Ill.	2,569	
Central Surety	61	
Century Indem.	5,511	3,469
Columbia Cas.	1,688	527
Columbian Natl. Life	6,161	2,496
Columbus Mut. Life	6,318	3,311
Combined Mut. Cas.	16,760	2,469
Commercial Cas.	61,364	20,340
Conn. General Life	433,634	338,759
Cont. Assur.	176,506	320,371
Cont. Cas.	566,172	221,904
Dearborn Natl. Cas.	1,956	168
Detroit Mut.	77,539	4,987
Detroit Mut. Acci.	15,806	1,214
Diamond Mutual	16,548	3,185
Eagle Indem.	9,309	4,604
Emeco Cas.	240	
Employ. Liab.	11,242	2,514
Employ. Mut. Cas.	4,067	543
Employers Reins.	21,903	9,411
Equitable Society	670,068	455,859
Federal Life & Cas.	101,559	29,765
Fidelity & Cas.	120,932	31,198
Fidelity H. & A.	27,927	9,737
Fireman's Fund Indem.	398,193	201,815
Franklin Life	1,849	1,515
General Acci.	5,320	
General Amer. Life	23,439	10,471
General Reins.	525,806	525,986
Glens Falls Ind.	32,485	1,461
Globe Indem.	1,311	261
Globe Amer. Indem.	23,284	8,472
Great Northern Life	10,309	1,067
Great-West Life	332,496	145,663
Great-West Life	24,897	20,333
Hardware Mut. Cas.	1,961	
Hartford Acci.	36,867	5,056
Home Ind.	201	1
Hoosier Cas.	142,503	50,436
Ill. Mut. Cas.	1,796	622
Income Guar.	225,528	135,602
Indem. No. Amer.	35,018	4,203
Inter-Ocean Cas.	121,698	40,585
Inter-St. Bus. Men's	35,161	14,338
John Hancock	2,897,601	2,711,509
Kemba Mut.	31,225	38,938
Liberty Mut.	444	54
Lincoln Mut. Cas.	14,226	4,050
Lincoln Nat.	6	
Locomotive Eng.	322,799	184,744
London Guar.	6,742	1,231
London & Lanc.	12,220	2,521
Loyal Protective	92,335	28,441
Lumberm. Mut. Cas.	7,039	452
Manuf. Cas.	5	
Maryland Cas.	23,561	6,829
Mass. Bonding	113,235	35,920
Mass. Indem.	185,104	36,538
Mass. Protect.	339,957	142,957
Metropolitan Cas.	11,345	3,111
Metropolitan Life	5,381,402	4,046,098
Michigan Life	966,867	734,776
Michigan Mut. Liab.	75,676	69,676
Monarch Life	208,307	86,141
Mut. Ben. H. & A.	2,979,867	1,041,021
National A. & H.	40,702	12,720
National Life	381,849	165,827
National L. & A.	509,415	157,838
Natl. Masonic Provident	8,391	987
New Amsterdam	5,391	589
North Amer. Acci.	144,873	49,828
Northern Mut. Cas.	905,407	215,813
Norwich Union Indem.	112	
Occidental Life	65,415	47,177
Ocean Accident	11,168	728
Ohio Cas.	24,092	5,030
Ohio Farmers Indem.	3,872	1,111
Ohio State Life	9,835	2,854
Old Line Life	146,339	28,043
Pacific Mut. Life	120,187	47,234
Paul Revere Life	174,524	52,735
Peerless Cas.	6,538	1,998
Penna. Cas.		27
Phoenix Indem.	7,563	451
Plain Dealers	289	262
Preferred Acci.	26,242	7,122
Protective Indem.	1,456	37
Provident L. & A.	631,250	403,145
Prudential	668,917	452,930
Reliance Life	24,068	10,798
Royal Indem.	64,484	20,636
St. Paul-Merc. Indem.	2,039	9
Security Mut. Cas.	12	3
Security Mut. Life	23,416	16,704

Total, 1944 31,654,051 19,966,584

Total, 1943 25,944,826 14,952,325

Total, 1942 19,433,841 11,318,416

## HOSPITALIZATION

	Prem. Losses	Prem. Losses
Amer. Hosp. Med.	1,532,551	321,784
As'ted Mut. Hosp. Serv.	203,045	90,013
Emeco Cas.	240	582
Mich. Hospital Service	7,739,198	6,085,797
Mich. Medical Service	4,624,418	3,310,783
Total, 1944	14,100,452	10,308,959
Total, 1943	11,139,265	8,279,185
Total, 1942	8,513,996	6,929,705

## STEAM BOILER &amp; MACHINERY

	Prem. Losses	Prem. Losses
Aetna Cas.	3,626	385
Amer. Employ.	13,509	3,716
Amer. Guar. & Liab.	34,128	11,639
Amer. Reins.	2,498	190
Columbia Cas.	116,737	12,556
Continental Cas.	18,075	4,180
Eagle Indem.	6,649	1,607
Employers Liab.	63,059	3,986
Employers Reins.	6,354	
Excess	5,283	
Fidelity & Cas.	40,535	6,960
General Acci.	10,604	724
General Reins.	6,752	
Globe Indem.	26,250	11,749
Great Amer. Ind.	33	
Hartford St. B.	368,662	48,104
Indem. of N. Amer.	8,279	708
London Guar.	30,210	2,532
Lumberm. Mut. Cas.	48,603	6,802
Mutual Boiler	34,605	15,266
Ocean Acci.	51,834	19,257
Phoenix Indem.	6,732	
Royal Indem.	41,351	39,342
Security Mut. Cas.	658	
Standard Acci.	1,023	

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total, 1944 22,737 4,872

Total, 1943 15,373 6,422

Total, 1942 12,131 6,197

Total, 1944 30,343 8,782

Total, 1943 25,701 7,494

Total, 1942 24,678 8,252

Total,

# INSURANCE NEWS BY SECTIONS

## MIDDLE WESTERN STATES

### Push Minnesota Agency License Relief Measure

ST. PAUL—An effort will be made in the Minnesota house this week to pass the senate bill blanketing all agents licensed on Jan. 1, 1944, without taking qualification examinations. It has passed the senate and is on general orders in the house. If the bill fails to pass there will be a mad scramble among agents to take the examinations required under Commissioner Johnson's ruling which set the deadline as June 1. As there are about 5,000 agents who will have to take the tests, it will be almost a physical impossibility to handle all of them in a 60-day period.

Up to the close of March, 4,547 agents had taken 13,695 tests and 84.2 received passing cards.

In the meantime the insurance department is going ahead with its scheduled examinations and has arranged for tests to be given at 17 places in the state in April and until May 19.

There is considerable opposition from agents to the house bill which permits reciprocals with \$300,000 or more surplus to write public insurance. A measure that appears to have a good chance of enactment provides for compensation coverage of minors even though not legally employed. This bill is sponsored by the Insurance Buyers Association of Minnesota. It has already passed the house.

### Joliet Loss \$350,000

Loss to building and contents is estimated at \$350,000 in the fire that destroyed a building in the heart of the business section of Joliet, Ill., owned by Fidelity Mortgage Corp., and tenanted by Al Baskin, high grade men's clothing store; Harvey Bros., a chain men's clothing store and a bowling alley on an upper floor. The fire started in the men's sporting clothes section of the Baskin store Saturday morning at 11 and made rapid headway while the store was filled with Easter shoppers. Al Baskin, his son and two employees suffered burns. Harvey Bros. store was able to move some of its merchandise out of the building.

Associated Agencies of Chicago had the Harvey Bros. insurance and Shreeve Realty Co. of Joliet had most of the contents of the Baskin store insured under a reporting cover. Shreeve Realty represents Aetna Fire, American, Caledonian, National, Newark, Old Colony, Orient, Patriotic, Star, Travelers and U. S. Fire.

### Michigan Bills Reported

LANSING, MICH.—The senate insurance committee has reported for floor action the Michigan department's bill intended to strengthen and modernize the insurance code.

For the second time the senate committee reported, without the excess risk amendment, the bill to broaden coverage of the state fire fund and to increase the fund from \$1,000,000 to \$5,000,000. The amendments suggested by the insurance department were attached when the bill was reported the first time, but were shorn from the measure on the floor. The bill then was recalled to committee and it now emerges without the amendments again.

### New Mansfield Mutual Head

C. J. Anderson, vice-president of Mansfield Mutual Fire, Mansfield, O., has been elected president to succeed the late Frank H. Marquis. Robert S. Gibson, former cashier of the Mansfield Savings Trust National Bank, has been named vice-president and director.

### Added Details on Columbus Conference April 30 Given

Ray Murphy, general counsel of the Association of Casualty & Surety Executives, will be the banquet speaker on "Insurance in a Wartime Economy" at the fire and casualty insurance conference in Columbus April 30 under the direction of the college of commerce and administration of Ohio State University, the Insurance Board of Columbus and the Ohio Association of Insurance Agents. The sessions will be held at the university and the banquet at the Neil House in Columbus.

Dean W. C. Weidler of the college of commerce will be toastmaster and President H. L. Bevis of the university also will speak. Prof. J. Wayne Ley of the college of commerce, general chairman, will open the conference and morning and afternoon chairmen will be Dr. E. L. Bowers, chairman of the department of economics, and Dr. H. H. Maynard, chairman of the department of business organization. In addition to speakers already announced, A. C. Guy, Western Adjustment, and E. F. Gallagher, Ohio Inspection Bureau, will give addresses.

### American Mutual 40th Anniversary

American Mutual Fire of Milwaukee is observing its 40th anniversary, having been founded April 1, 1905. One of the founders still active in the management is Philip Lucas, treasurer from the beginning. Lt. Ernest J. von Briesen, son of one of the founders, on leave of absence while serving in the navy, is president. The company is licensed in Wisconsin, Michigan and Ohio.

### Krier in New Quarters

MILWAUKEE—Urban Krier, executive secretary Wisconsin Association of Insurance Agents, is now located in his new headquarters in the Wisconsin Tower building, here. Miss Virginia Conrady will be in charge of the office when Mr. Krier is traveling, and attending to legislative matters in Madison.

### Cincinnati Corps Elects

The Underwriters Salvage Corps of Cincinnati elected E. R. Buss president at the annual meeting; John Tuke was reelected vice-president, and C. W. Clemons reelected secretary. Adam Benus, secretary Eureka Security Fire, again is treasurer. He has been a trustee since the corps was organized over 40 years ago.

### Kansas City Agents' Party

The annual party of the Insurance Agents Association of Kansas City will be held April 28. A buffet luncheon will be served and unique entertainment is planned. Charles M. Singleton is chairman.

### Approve Deputy Bill

COLUMBUS, O.—The highways committee of the Ohio house has recommended a bill permitting insurance agents to serve as deputy registrars for automobiles.

### NEWS BRIEFS

The Mutual Insurance Club of Columbus will hold its next meeting April 9. It was postponed one week.

Mr. and Mrs. James F. Saltz of La Crosse, Wis., held open house on Easter to mark their golden wedding anniversary. Mr. Saltz operated a local agency

there for 25 years before his retirement from active business five years ago. A son, L. K. Saltz, now operates the agency.

Combat films of the battles of Manila, Iwo Jima and Tarawa will be shown at the luncheon of the Insurance Club of Minneapolis April 9.

At the meeting of the 1752 Club of Ohio at Columbus, Ted K. Mathers, president, presided and John J. Black, state agent for Preferred Mutual Fire, was the speaker.

Joseph A. Leslie, Sikeston, Mo., local agent, has removed his agency from the

Scott County Milling Company building to a new office on the ground floor of the Welter building, 114 East Center street.

Sidney E. Nelson, vice-president of the Racine Insurance Board, spoke at a dinner meeting of the Insurance Women of Racine, Wis., on the public safety program of the Racine County Safety Council in which local agents are taking an important part.

Catherine White, G. D. Van Wagenen Co., has been elected president of the Minneapolis Insurance Women's Association. Vice-president is A. Ruth Erickson, First Federal Savings & Loan; treasurer, Hulda Anderson, U. S. F. & G.

## IN THE SOUTHERN STATES

### J. B. Cotter Resigns as La. Commission Chairman

NEW ORLEANS—J. Blaine Cotter, local agent of Lafayette, has resigned as chairman of the Louisiana insurance commission. His successor has not yet been announced by Governor Davis. Mr. Cotter has served on the commission since 1940.

### Wind, Hail Losses in Texas

Wind and hail storms struck over a wide territory on both sides of San Antonio, Tex., reaching Kerrville, 70 miles west, with insurance claims estimated at \$12,000, and New Braunfels, north 30 miles, with estimated total damage, insured and uninsured, of \$150,000.

### North Carolina Agents' Annual Meeting Cancelled

The annual convention of the North Carolina Association of Insurance Agents set for May 11-13 and which was to be held at Pinehurst has been canceled. Plans have not been completed as to the type of meeting that will be held.

Edgar Bailey, Jr., former civilian pilot with the U. S. ferry command, has been appointed head of the insurance department of Gill Realty Co. of Memphis.

John M. Hennessy of the Moellman & Hennessy agency, Louisville, has withdrawn as Democratic nominee for mayor of Louisville. He was Democratic campaign chairman last fall.

## PACIFIC COAST AND MOUNTAIN

### Stevens Honored in San Francisco

SAN FRANCISCO—Jay W. Stevens, recently appointed assistant manager of the Pacific Coast branch of the National Board, was guest of honor at a luncheon sponsored by the San Francisco Blue Goose and attended by a number of fire chiefs, ex-chiefs, city and state officials as well as a score or more of company executives.

Charles C. Hannah, president of Fireman's Fund, was chairman and paid tribute to Mr. Stevens' loyalty, honesty, ability and willingness to tackle any assignment. He called on the members of a special committee of company executives to add their compliments to the guest of honor. They were John C. Bunyan, Commercial Union, president Pacific Board; H. Clyde Edmundson, America Fore; Joy Lichtenstein, Hartford; Ray Decker, Royal-Liverpool, and Howard Reynolds, Home, immediate past most loyal grand gander of the Blue Goose. Thomas Coakley, member of the California State Board of Harbor Commissioners, who was a co-director with Mr. Stevens under the OCD on the Pacific Coast, also spoke.

"The fire insurance business doesn't owe me a thing," Mr. Stevens said. "It has made it possible for me to do something for American communities and people. It has made it possible for me to acquire some assets; it has put my two sons through two of the finest colleges in the land; it has made it possible for me to raise a family of which anyone can be proud."

Deploing the stigma of the Atlanta indictments, he called on everyone in the business to become more active and effective in efforts to inform the public of fire insurance services, to prove that the business never should have been in-

dicted and to strengthen the public's support to meet future possible issues.

### Status of Agents Under Wash. Unemployment Act

SEATTLE—The status of insurance men under Washington's unemployment compensation act in light of the governor's veto of the insurance exemption section has been defined by John Davis of the office of unemployment compensation and placement. Fire and casualty agents who operate independently continue to be exempt as independent contractors. Almost all life general agents, managers and fieldmen are now brought under the act and their respective principals will be obliged to begin paying 2.7% on their earnings, regardless of whether such wages are salary or commission, up to the first \$3,000 annual earnings.

### Knight Cowlitz Co. President

LONGVIEW, WASH.—Earl A. Knight of Kelso was elected president of the Cowlitz County Association of Insurance Agents at the annual meeting here. He succeeds J. W. Torrence of Longview. Jay W. Eastman, Longview, is vice-president and J. B. Neeb, Longview, reelected secretary-treasurer.

V. R. Lee, Chehalis, president Washington Association of Insurance Agents; A. W. White, Seattle, state national director, and A. J. Peters, Issaquah, past president, spoke.

### Warburton to Newell & Co.

SEATTLE—Gilbert A. Warburton has resigned as assistant manager of Swett & Crawford's fire department here to join the George C. Newell & Co. general agency as vice-president. He started with Royal in New York in 1918 while completing his education at Columbia University. He managed a

local a  
had hi  
moved  
joining  
roll au  
departu

In 1  
fire de  
pointed  
Valley.  
in 1939  
assist  
preside  
ence o

### Gronin

SEA  
on var  
to agen  
Gronin  
agency  
discuss  
ness";  
ance E  
tion" a  
R. E.  
and  
Phil  
Broad  
sonal

### Hausc

John  
Charles  
land, C  
to Min  
Seattle  
pleted  
pany,  
In ad  
Charles  
Hausc  
writers

### Wash.

SEA  
cause"  
mission  
after  
outstan  
correct  
As o  
E. W.  
office,  
tired,  
obliged

### Jenkin

Geor  
pointed  
departu  
started  
in 1934  
cific di  
1941.

### Montg

The  
Agency  
a bran  
the Sa  
in char  
ent. M  
man, s  
organizat  
San Fr

### 50-Yea

The  
rament  
Americ  
sented  
C. M  
John L  
suranc  
with th

### Irvine.

T. J.  
of Pho  
Robins  
Pacific

### NEWS

Robe  
Dowd l  
the nam  
pendent  
Jack  
agency,



local agency at Jersey City and later had his own agency in Newark. He moved to the Pacific Coast in 1932, joining Swett & Crawford first as payroll auditor and later in the accounting department in San Francisco.

In 1934 he was transferred to the fire department and in 1936 was appointed field man in the Sacramento Valley. He was transferred to Seattle in 1939 as special agent and was made assistant fire manager in 1943. He is president of the Pacific Coast Conference of Blue Goose Ponds.

#### Groninger & Co. Sales Forum

SEATTLE—An all-day sales forum on various coverages of special interest to agents and brokers is to be held by Groninger & Co., Seattle general agency, April 10. R. R. Groninger will discuss "Prospecting for New Business"; Guy N. Hedreen, "Fire Insurance Engineering as an Aid to Production" and "Personal Property Floaters"; R. E. Moloney, "Accounts Receivable" and "Valuable Papers Insurance"; Phil Davis, "Money and Securities Broad Form" and "Comprehensive Personal Liability and Residence Theft."

#### Hauschild Visits Coast

John H. Hauschild, president of Charles W. Sexton Co., visited Portland, Ore., last week. He is returning to Minneapolis by way of Tacoma and Seattle. Mr. Hauschild has just completed 50 years with the Sexton company, having started when he was 15. In addition to being president of Charles W. Sexton Company, Mr. Hauschild is attorney-in-fact for Underwriters at Lloyds of Minneapolis.

#### Wash. Delinquencies Cleared

SEATTLE — Twelve more "show cause" orders issued recently by Commissioner Sullivan have been withdrawn after companies failing to retire long outstanding tags made the necessary corrections and cleared their slates.

As of Dec. 1, there were 1,500 tags, E. W. Parks, deputy in the stamping office, said. These have all been retired, not a single company being obliged to face license revocation.

#### Jenkins Chief Accountant

George E. Jenkins has been appointed chief accountant in the Pacific department of the Loyalty group. He started at the home office in Newark in 1934 and was transferred to the Pacific department in San Francisco in 1941.

#### Montgomery Has Oakland Branch

The Victor Montgomery General Agency of Los Angeles has established a branch office in Oakland to service the San Francisco east bay territory, in charge of Brown Zarley, superintendent. Mr. Zarley, a former newspaper man, started with the Montgomery organization in 1943 as special agent in San Francisco.

#### 50-Year Representation

The Hickman-Coleman Co., of Sacramento, Cal., has represented North America 50 years, and it has been presented an honorary certificate.

C. M. Hickman now heads the firm. John L. Kingsbury, manager of the insurance department, has been connected with the agency since 1935.

#### Irvine, Robinson on Coast

T. J. Irvine, United States manager of Phoenix Assurance, and John R. Robinson, assistant manager, are on a Pacific Coast tour.

#### NEWS BRIEFS

Robert L. Reynolds and Edmond J. Dowd have formed a partnership under the name of **Reynolds & Dowd** as independent adjusters in Los Angeles.

Jack West of Henry Broderick agency, Seattle, is seriously ill and is

confined to the Providence Hospital. It will be a number of weeks before he will be able to resume his regular duties.

J. E. McGovern, Spokane agent, has been appointed a trustee of the Eastern Washington College of Education by Governor Wallgren.

Ernest Livermore of the Portland, Ore., office of Swett & Crawford has gone to Los Angeles to join Toplis & Harding.

W. R. O'Brien has resigned as manager of Fire Companies Adjustment Bureau in Riverside, Cal., to open an independent adjusting office there.

The Roy F. Owen Company, Portland, Ore., is taking over adjusting business formerly handled by Multnomah Claims Service.

## EAST

#### Move to Name Interim Group on N. H. Rate Control

A resolution has been introduced in the New Hampshire legislature requiring the governor and council to appoint a committee of seven to study and recommend to the next legislature a law with reference to the supervision of rates and rate making organizations. It is believed that this resolution will pass.

There is a bill pending to establish the office of fire marshal in New Hampshire. Several amendments have been made to it and in that amended condition it will probably pass.

The agents qualification bill that was introduced at the instance of the New Hampshire Association of Insurance Agents has had one hearing but it appears to be doomed to defeat.

#### W. Va. School Record Improves

Commissioner Sims of West Virginia announces the completion of a compilation of fire premiums and losses on insured school properties for the state covering a five-year period. The loss ratio on school properties has dropped from 80.71 to 68.34%. The loss during 1944 declined 12 points under the loss for 1943. This reduction in fire insurance losses on school properties, he attributes mainly to the inspection work of the fire marshal division. Robert Kidd is fire marshal.

The inspection of school properties and the recommendations to county school boards of the elimination of fire hazards will continue. Nevertheless, he states, an insured loss of 68% on any class of property is prohibitive, and additional measures will undoubtedly be undertaken to further reduce the loss.

#### Service Bill in N. J.

NEWARK—A New Jersey assembly bill requires service by district court clerks on the insurance commissioner in suits against foreign companies which named the commissioner as their agent to accept process.

Dr. Donald G. Bishop addressed a meeting of the **Syracuse Insurance Women's Association** on Dumbarton Oaks.

## MOTOR

#### Automobile Club's New Directors

SAN FRANCISCO—Newly elected directors of the National Automobile Club, owned and operated by National Automobile Underwriters Association companies, are: Clarence E. Allan, Northern Assurance; J. C. Bunyan, Commercial Union; Charles A. Craft, Phoenix Assurance; R. L. Countryman, Norwich Union; William Deans, Deans & Homer; William W. Gilmore, London & Lancashire; R. H. Griffith, Glens

Falls; H. F. Mills, Aetna Fire, and E. V. Oliver, Security of New Haven. They will elect officers at a meeting this month.

#### Collision Increases in Wash., Ore.

SEATTLE—The long-awaited increase in collision rates will go into effect in Washington April 30 and will

probably become effective the same date in Oregon as well.

Commissioner Sullivan of Washington had set the original date of acceptance as April 16 but this was put over to April 30 to give the companies time to put the increase into effect. Oregon, also, had originally agreed on the April 16 date.

## MARINE INSURANCE NEWS

#### Shore Explosion Cover

Members of the American Institute of Marine Underwriters have agreed that effective April 1 in the event of loss by explosion on cargo insured under ocean marine policies while on shore in the United States (including Alaska, Hawaiian Islands, Virgin Islands, Puerto Rico and Canal Zone) or while on vessels whose navigation is confined solely to the inland waters thereof, losses will be adjusted and paid as though the following clause formed part of the policy: "Notwithstanding the provisions of the F. C. & S. clause contained herein,

it is agreed that the risk of explosion, if covered by express provisions in this policy, is covered howsoever or wheresoever occurring while the interest insured is on shore in the United States (including Alaska, Hawaiian Islands, Virgin Islands, Puerto Rico and Canal Zone) or while on vessels whose navigation is confined solely to inland waters thereof, unless caused directly or indirectly by: (a) enemy attack by armed forces, including action taken by military, naval or air forces in resisting an actual or immediately impending enemy attack; or (b) invasion, insurrection, rebellion, revolution, civil war or usurped



## YOUR GENERAL AGENT

He is not your competitor, but instead, as a good neighbor, is always ready to help YOU as a LOCAL AGENT. He covers his territory thoroughly, is familiar with local conditions, and invites you to call upon him for cooperation or assistance.

### COLORADO

Braerton, Simonton, Brown, Inc.

527 Gas & Electric Building  
Denver

Ritter-Monaghan General Agents

FIRE—SURETY—CASUALTY  
855-82 Gas & Electric Building  
Phone CHerry 7451

Denver, Colorado  
Colorado—Wyoming—New Mexico—Utah

### ILLINOIS

W. A. Schickedanz Agency, Inc.

10-A WEST WASHINGTON ST.  
PHONE 809  
BELLEVILLE

### ARKANSAS

E. E. Raines Company  
Little Rock

### KENTUCKY

Bradshaw & Weil General Agency Co., Inc.  
Louisville

### NEBRASKA

Midstate Underwriters, Inc.  
FIRE AUTOMOBILE MARINE  
1909 Harney Street  
Omaha, Nebraska  
Nebraska & Iowa  
Denman Kountze N. N. Kemmer  
Clair E. Wilson

Know the General Agent in your locality. Write the office nearest you.

power." This agreement applies only to the ocean marine business.

### New P. P. F. Setup in Ill., Mo.

The changes in the personal property floater recently promulgated by the Inland Marine Underwriters Association have now been approved in Illinois and Missouri. In Illinois there is something of a variation from the practice in other states in that the cost of additional insurance at a secondary location is the difference between the average rate at the primary location and the average rate at the secondary applied to the amount of additional insurance, whereas in other states the cost is the difference in the fire rates between the primary and the secondary locations.

The cost of a three year term policy in Illinois is still 2.4 annuals instead of 2.5 as elsewhere.

### Marine Group Reelects Officers

NEW YORK—The Association of Marine Underwriters reelected all officers at its annual meeting here. Henry H. Reed, general manager North America, New York City, is president; John T. Byrne, Talbot, Bird & Co., vice-president, and Frederick B. McBride, Fireman's Fund, treasurer. Committees also were reelected.

## CANADIAN

### Form Governing Body on P.P.F. in Canada

Insurers representing at least 85% of the personal property insurance business in Canada, at a meeting at Toronto, organized a personal property conference. Jurisdiction will be restricted to the personal property floater and allied personal lines and will have jurisdiction presently only as to Ontario and Quebec.

Norman G. Bethune acted as chairman. Recommendations of the rates and forms committee were adopted including principles to be incorporated in drafting a uniform basic P.P.F. form with endorsements; adoption of a mandatory survey form to be signed by the insured so as to develop insurance to value and necessary underwriting information; to maintain P.P.F. rates and minimum premiums and to adopt a flat rating plan.

### Seek to Meet "Co-op" Competition

VANCOUVER—Following the announcement that a fisherman's cooperative insurance company was to be formed in British Columbia to provide insurance protection on ships and equipment of fishermen at one-third of the rates quoted by the established companies, promoters of the new enterprise state that the regular companies have slashed their rates 50% to meet competition which would be offered by the new company.

The cooperative rates, as planned, would still be considerably lower than the new ones announced.

### Commercial Union Promotions

G. L. Butcher has been appointed agency superintendent of Commercial Union for Quebec and Ontario and L. J. Field casualty superintendent.

## Money & Securities and Comprehensive 3-D Forms Revised

(CONTINUED FROM PAGE 10)

amount on each location or each messenger.

The portion of the premises insuring clause covering damage has been revised to cover specifically damage to a locked cash register, cash drawer or cash box caused by actual or attempted felon-

ious entry into the container. This portion of the policy has always covered damage to property in the premises and to the premises themselves from safe burglary or robbery or attempt at these crimes and it was generally assumed that the intent was to cover cash registers as well. Since smashing a cash register is not technically "safe burglary" in most cases, this specific statement of coverage will avoid further argument.

A one year "discovery period" has been added to the policy, covering any loss committed while the policy is in force and discovered one year after termination. Previously, a loss had to be discovered while the policy was in force to be recovered. The "trick and device" exclusion has been cut down to exclude only loss caused by giving or surrendering any money or securities in any exchange or purchase. The old policy excluded loss from giving or surrendering title, possession or custody of any insured property, voluntarily or by reason of any fraudulent trick or device not constituting robbery. This change apparently will make the money and securities policy cover certain losses in the nature of a confidence game and the like which were not previously covered.

### Comprehensive 3-D Changes

In addition to the authorization of fidelity coverage on the blanket position basis, the most important change in the comprehensive 3-D policy is the abolition of the rule that each risk must be rated by the National Bureau and Towner Bureau, under letters of authority to both bureaus. The standard application and questionnaire must still be used, but the policy may be written and rated under the same procedure as though separate policies or bonds were being used.

The fidelity section now covers employees temporarily abroad, and the territorial limits for other sections have been broadened to include the Virgin Islands and Puerto Rico. The forgery section has been revised to provide that payment may be made directly to a bank which has reimbursed the insured for a loss. The other changes are primarily including optional coverages which previously had to be written by endorsement, such as safe burglary and robbery coverage under the premises and robbery of property other than money and securities under the outside section. In all, 11 endorsements have been eliminated.

### Complications Are Reduced

The comprehensive 3-D policy has never been popular and it is hoped that the elimination of the special rating requirement will make it more attractive to producers. The money and securities policy, broad form, on the other hand, has been the most successful special burglary and robbery policy since the introduction of the storekeepers form. Many companies have pushed it aggressively and with great success. The only common complaint against it has been the complicated rating procedure, which should be materially remedied by the new rules.

### More Reinsurance in Force Details Are Set Forth

(CONTINUED FROM PAGE 8)

Total in auth. reins. \$1,561,361. London Und., Eng. 42. Total in unauth. reins. \$43,625.

Pacific National—Agril. 74; Alleman 36; Am. Eq. 31; AM. RES. 141; Atlas 32; Bingham, Ala. 105; EAGLE, N. J. 189; Fire Assn. 28; Firemen's 111; GEN. SEC. 44; Law Un. & R. 27; New Zealand 1,509; NO. STAR 218; Old Colony 72; So. Car. 105; Stand., N. Y. 69; Star 43; Union, Eng. 101; Western 57; West. Spkld. Risk 40. Total in auth. reins. \$3,652,324. Lloyds 204. Total in unauth. reins. \$238,004.

Pennsylvania Fire—Aet. 35; Agric. 25; AM. RES. 25; Atlas 31; Balt. Am. 25; Comm. Un., Eng. 30; Comm. Un., N. Y. 27; Commonwealth 30; Conn. 31; Hfd. 30; Home 71; Homeland 56; N. A. 31; Lond. & Lanc. 578; Mercantile 39; North Brit. 506; NORTHEASTERN 29; Northern, N. Y. 36; Northern, Eng. 43; Nor. Un. 27; PRUDENTIAL 522; Royal 43; Roy. Ex. 110; SKANDIA 289; SWISS REINS. 433; York. 91. Total in auth. reins. \$3,891,896.

Lloyds 196. Total in unauth. reins. \$204,611.

Phila. F. & M.—Agril. 33; Am. Eq. 287; N. A. 2,895; U. S. 35. Total in auth. reins. \$3,626,997.

Phila. Nat'l—Atlas 43; Fire Assn. 1,428. Total in auth. reins. \$1,645,529.

Piedmont—Aet. 133; NO. STAR 30. Total in auth. reins. \$460,013.

Potomac—AM. RES. 185; Firemen's 124; GEN. SEC. 34; INT. OC. 164; NORTHEASTERN 164. Total in auth. reins. \$851,713.

Preferred—Am. Eq. 1,046; INT. OC. 91. Total in auth. reins. \$1,139,341.

Provident Fire—AM. RES. 38; Bost. 98; Caled. 85; CHRIST. GEN. 77; Eagle Star 39; GEN. SEC. 109; London 77; NORTHEASTERN 78; Nor. Un. 42; Royal Ex. 1,257; So. Car. 85; Standard 26; State 343; Sun 85; York. 41. Total in auth. reins. \$2,721,521.

Providence Washington—Agril. 26; Am. Eagle 57; AM. RES. 32; Anchor 784; Atlas 105; Bost. 101; Camden 51; Central 25; Comm. Un., Eng. 41; Fid. & Guar. 27; Glens Falls 26; Hfd. 27; National 727; Nat. Un. 71; New Hamp. 27; NORTHEASTERN 91; Old Col. 33; Phoenix, Hfd. 33; REINS. CORP. 25; Sec. Conn. 64; U. S. 25; Va. F. & M. 101; Westch. 45; Am. Re. Ex. 543; Re. Cl. Hse. 1,254; General Cover Dept. 25; Factory Assn. 107; Inland Marine Re. Ex. 26; U. S. Aviation Und. 25. Total in auth. reins. \$5,193,331. Lloyds 357. Total in unauth. reins. \$371,074.

Quaker City—Atlas 100; REINS. CORP. 459. Total in auth. reins. \$599,517. Transport. Mut. 57. Total in unauth. reins. \$57,381.

Reliable Fire—Agril. 28; Columbia, O. 27; State of Pa. 42; Nat. Un. 52; Security, Conn. 50. Total in auth. reins. \$268,612.

Reliance—Fire Assn. 3,010. Total in auth. reins. \$3,174,411.

Republic—Am. Ail. 27; AM. RES. 209; Bingham, Ala. 76; Dubuque 144; Excelsior 28; GEN. SEC. 87; INT. OC. 39; Merch. N. Y. 240; Nat. Res. 28; Republic 231; So. Car. 172; Southern 55. Total in auth. reins. \$1,580,930. Gulf 267; Am. General 74. Total in unauth. reins. \$349,952.

Rocky Mountain—GEN. SEC. 37; Hfd. 95; North. F. & M. 55. Total in auth. reins. \$218,009.

St. Louis F. & M.—Am. Eq. 112; INT. OC. 238; NO. STAR 233; PRUDENTIAL 26; Wash., Mo. 776. Total in auth. reins. \$1,408,235. Indiana 98; Nat'l. Colo. 32. Total in unauth. reins. \$134,943.

Seaboard—L. & L. & G. 1,559; Royal 61. Total in auth. reins. \$1,733,127.

Security, Conn.—Agril. 49; Am. 54; Caled. 38; Camden 289; East & West 2,898; Fid. Guar. 64; Fire Assn. 36; Glens Falls 58; METROPOL 77; No. Brit. 30; NO. STAR 276 NORTHEASTERN 166; Northern, N. Y. 390; Phoenix, Conn. 178; Prov. Wash. 211; St. Paul 188; Sun 472; SWISS RE. 181; Am. Re. Ex. 650; Re. Cl.

Hse 1,124; Genl. Cover Unds. 138. Total in auth. reins. \$7,960,167.

Security, Iowa—Am. Eq. 251; CHRIST. GEN. 99; Eur. Sec. 36; INTER OC 370. Total in auth. reins. \$815,255.

Sentinel Fire—Spfld. 3,452. Total in auth. reins. \$3,452,499.

South Carolina—AM. RES. 270; Bingham, Ala. 486; GEN. SEC. 308; Maryland 1,065; NO. STAR 240; Quaker City 86; REINS. CORP. 810; Utah Home 304; Va. F. & M. 114. Total in auth. reins. \$3,766,334.

Southern Fire—Allem. 67; Excess 81; No. River 407; Republic 40; Richmond 233; U. S. 101; Westch. 82. Total in auth. reins. \$1,256,527.

Standard, Conn.—AM. RES. 33; Auto. 2,069; Caled. 68; Home 39; Nlag. 713; NO. STAR 59. Total in auth. reins. \$3,357,023. Lloyds 44. Total in unauth. reins. \$50,864.

Standard, N. J.—Buffalo 27; Balt. Am. 38; Home 405; INT'L 120; No. River 426. Total in auth. reins. \$1,097,278.

Transportation—PRUDENTIAL 137; SWISS RE. 128. Total in auth. reins. \$269,595.

Twin City—Hfd. 2,686. Total in auth. reins. \$2,686,086.

United Firemen's—Brit. Gen. 31; N. A. 25; Phoenix Eng. 3,404; REINS. CORP. 72; SWISS RE. 746. Total in auth. reins. \$4,626,094. Phoenix, Can. 86; Phoenix, Cuba 72. Total in unauth. reins. \$217,897.

Universal—Eagle Star 692; General 68; Globe & Rut. 276; NORTHEASTERN 42. Total in auth. reins. \$1,172,777.

Utah Home—Bingham, Ala. 44; GEN. SEC. 62; N. A. 44; INTER OC. 48; No. Brit. 44; Nor. Un. 27; So. Car. 40. Total in auth. reins. \$468,908. Lloyds 38. Total in Lloyds & inter insurers auth. in N. Y. \$38,842.

Virginia F. & M.—Excelsior 69; Phoenix, Conn. 149; Prov. Wash. 126; Royal 163; So. Car. 49. Total in auth. reins. \$657,230.

Washington, Mo.—St. Louis F. & M. 146. Total in auth. reins. \$157,982.

Western Fire, Kan.—INTER OC. 40; Maryland 47; SWISS RE. 323. Total in auth. reins. \$442,339.

Western National—Re. Cl. Hse. 129; Factory Ins. Assn. 38. Total in auth. reins. \$464,004. Lloyds 88. Total in unauth. reins. \$92,207.

World F. & M.—Agril. 3,529. Total in auth. reins. \$3,857,540. Lloyds 69. Total in unauth. reins. \$72,851.

### Ohio Claims Attorneys Meet

The Ohio Association of Claims Attorneys held its monthly meeting Monday night at Columbus. It was decided that the May meeting would be the last until September.

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS	
<b>BIST. OF COLUMBIA</b> <b>NICHOLS COMPANY</b> <b>INSURANCE ADJUSTMENTS</b> All Lines—Representing Companies only Established 1927—Twenty-four hour Service Washington, D. C., Woodward Bldg., Phone Met. 6818 Richmond, Va., Mutual Bldg., Phone Dix. 8-6339 Baltimore, Md., Mercantile Tr. Bldg., Ph. Lexington 6229 Winchester, Va., Massell Bldg., Phone Wis. 3638 Hagerstown, Md., Warshaw Bldg., Phone Hag. 794	<b>INDIANA</b> <b>CENTRAL ADJUSTING CO.</b> Consolidated Bldg. BRANCH OFFICES: EVANSVILLE HAMMOND 414 Old Nat'l Bank 407 Lloyd Bldg. PORT WAYNE SOUTH BEND 688 Lincoln Tower 711 Old Fellows Bldg. MUNCIE TERRE HAUTE 804 Western Reserve 8 Ball Bldg. RICHMOND 210 Medical Arts Building
<b>FLORIDA</b> <b>S. W. CARSON, Insurance Adjuster</b> All Lines Serving Central Florida from Two Offices 29 Wall Street 139 Ivy Lane Orlando Daytona Beach Phone 2-3346 Phone 2882 16 Years Experience	<b>EUGENE MCINTYRE</b> <b>Adjustment Co.</b> All Lines of Automobile, Casualty and Inland Marine. Eight East Market Street Indianapolis Branch Offices: Muncie, Ind., and Terre Haute, Ind.
<b>ILLINOIS</b> Phone Harrison 3230 <b>THOMAS T. NORTH</b> <b>ADJUSTMENT COMPANY</b> Adjusters All Lines 175 W. Jackson Boulevard, Chicago Branch: 212 Jefferson Ave. Clearwater, Florida	<b>MICHIGAN</b> <b>WAGNER AND GLIDDEN, INC.</b> <b>TOPLIS AND HARDING, INC.</b> <b>INSURANCE ADJUSTMENTS</b> <b>ALL LINES</b> Chicago Los Angeles New York Detroit
<b>J. L. FOSTER</b> <b>814 First National Bank Building</b> <b>Springfield, Illinois</b> <b>Fire - Automobile - Casualty</b>	<b>MINNESOTA</b> <b>MAIN &amp; BAKER, INC.</b> <b>GENERAL ADJUSTERS for the COMPANIES</b> 816 Second Ave. S. Minneapolis, Minnesota Telephone MAIN 3448 Branch offices: St. Paul, Duluth, Minn.; Grand Forks, Bismarck, N. D.; Sioux Falls, S. D.



Total

CHRIST.  
OC 370.

Total in

S. 270;  
Mary-  
or City  
e 304;  
reins.ess 81;  
hmond  
a auth.Auto.  
r. 713;  
3,357,-  
rein.t. Am.  
er 426.L 137;  
reins.

a auth.

N. A.  
CORP.  
reins.  
noeniz.  
17,897.  
ral 68;  
RN 42.GEN.  
8; No.  
Total  
Total  
N. Y.or 69;  
a. 128;  
auth.

&amp; M.

C. 40;  
otal ins. 129;  
auth.  
tal inotal in  
Totalns At-  
Mon-  
ecided  
he lastO.  
Ind.E.  
Ind.

E

and

NC.

IC.





TS

C.

ANNIES

Grand

S. D.

For the same reasons  
that cities need jails   
states need penitentiaries  
 and the nations need  
prisons .... the householder  
needs burglary  and  
theft insurance and the  
employer needs a fidelity  
bond 

THE TRAVELERS  
INDEMNITY  
COMPANY

HARTFORD  
CONNECTICUT

ALL FORMS OF BURGLARY INSURANCE AND FIDELITY AND SURETY BONDS



The housing shortage is now more aggravated than ever and becoming progressively worse due to war conditions. Houses are being bought almost as quickly as offered for sale. It is a seller's market. There are now many more new owners than ever before, for everyone realizes the value of a roof over his head these days.

These new owners—and many old ones, too—will gladly welcome your telling them about RENT & RENTAL VALUE INSURANCE. It is up to you to provide them with this "Keep-a-roof-over-your-head" Insurance in line with today's trend to see that insured have protection against ALL insurable hazards of loss—the BEST kind of modern agency service possible.

Of course, in many states under the new Broad Dwelling and Contents Form at the owner's option he "may apply up to 10% of amount specified under the building item on rental value . . ." without extra charge. Experience shows that most home-owners are under-insured; consequently, in the event of a total or nearly-total loss the insured would have NO Rental Value protection because the insurance on the dwelling itself might be exhausted. In exercising the 10% option the home-owner should also realize that he might have insufficient protection if he sustains a small loss because 10% of the amount carried on the building might be insufficient to provide FULL rental protection in line with today's HIGH rents.

Further, the owner today has a larger rental value represented in his home and should protect it. After a fire or other catastrophe it would take much longer than in ordinary times to rebuild one's home due to priorities and scarcities which have curtailed dwelling construction. As well, there is the shortage of building material and labor to contend with in making repairs and replacements.

#### RENT INSURANCE

Today there exists a landlord's market. Owners again see possibilities of profit and are receptive to buying RENT INSURANCE to protect their rents, an important source of income indeed.

Large estates, endowments, trust funds and similar accumulations of wealth usually are heavy holders of apartment-house bonds and mortgages, and such incomes need the protection of RENT INSURANCE, too. Executors, administrators, trustees, attorneys and boards of control also can be interested in this coverage because the Court holds them responsible for protecting the property and income they administer.

Opportunities to sell RENT & RENTAL VALUE INSURANCE were never better. The tight housing situation creates an unusually good market.

IT IS ALSO WELL TO REMEMBER A RECENT NATIONAL SURVEY SHOWED THAT, ONLY 24 OUT OF THE 1200 POLICYHOLDERS WHO WERE INTERVIEWED, CARRIED RENT & RENTAL VALUE PROTECTION!

There are various methods of soliciting this coverage. So that you may choose the one best suited to your agency requirements, write for a copy of our explanatory broadside giving complete information.

Of course, the really important thing to do is to solicit this business NOW!

**NORTH BRITISH AND MERCANTILE INSURANCE COMPANY LIMITED**  
**THE PENNSYLVANIA FIRE INSURANCE COMPANY**  
**THE COMMONWEALTH INSURANCE COMPANY OF NEW YORK**  
**THE MERCANTILE INSURANCE COMPANY OF AMERICA**  
**THE HOMELAND INSURANCE COMPANY OF AMERICA**

150 WILLIAM STREET, NEW YORK 8, N. Y.

New York • Philadelphia • Boston • Detroit • Chicago • San Francisco